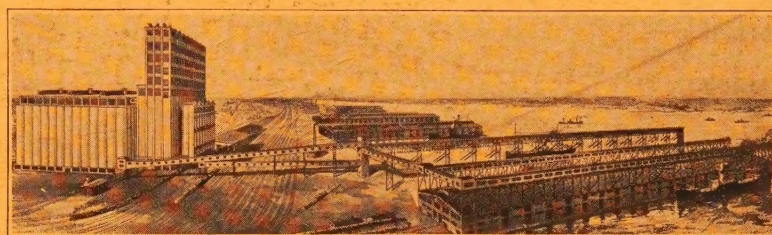
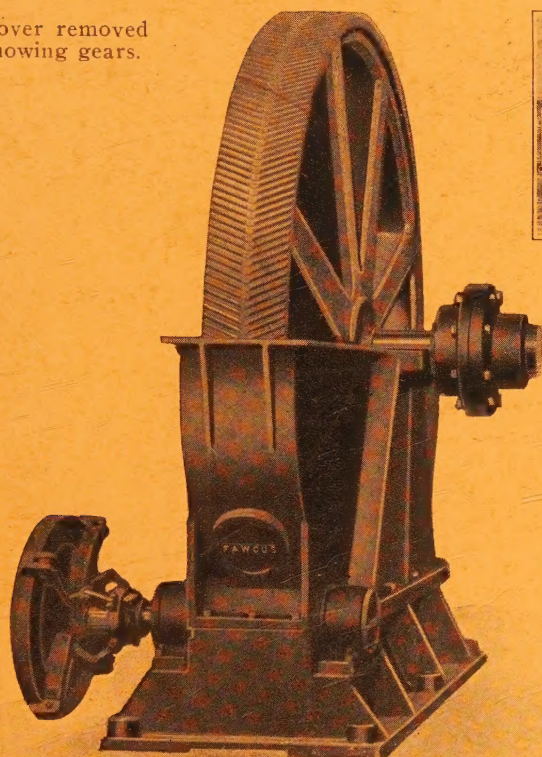


GRAIN DEALERS JOURNAL

Devoted to the Construction and Operation of Better Grain Handling Plants.

Cover removed showing gears.

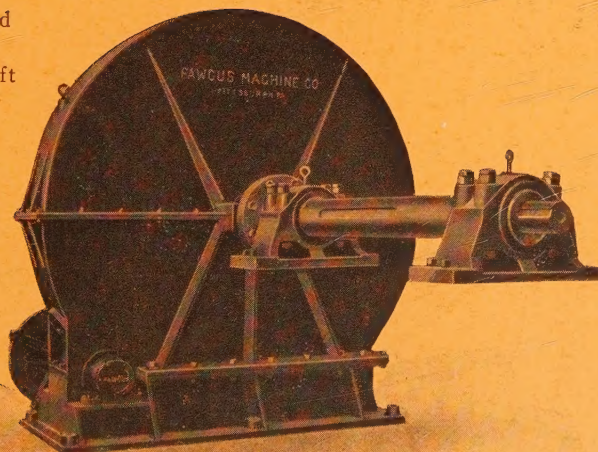


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Assembled showing head shaft

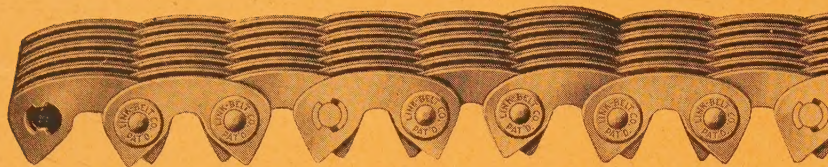


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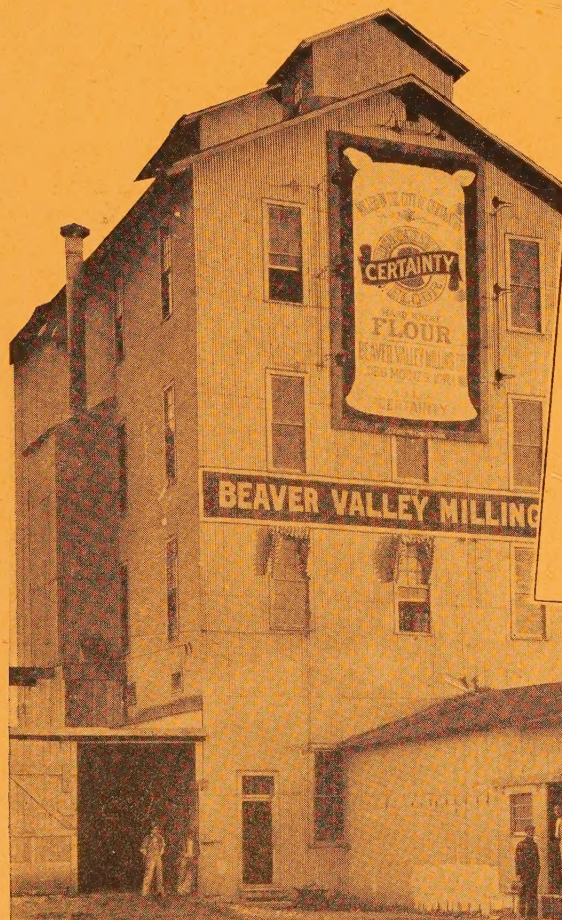
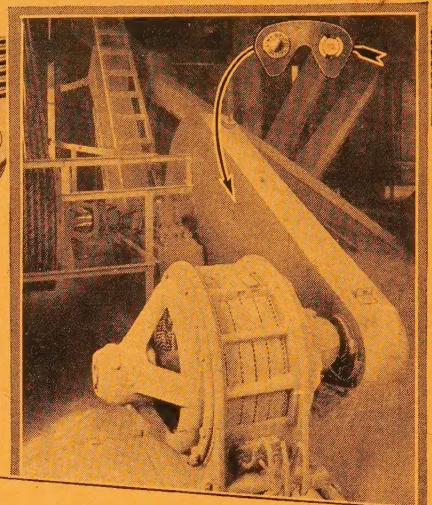
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Gentlemen:

Sometime ago you wrote to us asking if our Link-Belt equipment was working satisfactory.

We have three motors in our mill equipped with your Link-Belt chains. One is 75HP, the other 40HP, and the other 30HP. These have been running now for about twelve years with the original chains on and we have found them to be a most satisfactory drive. We believe that they are more reliable and less expensive in the long run than leather belting. There is no question but what the short chain drive requires less power than a long belt.

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Yours very truly,
BEAVER VALLEY MILLING COMPANY.

C. A. Godfrey
Vice Pres.

CAG H

LINK-BELT SILENT CHAIN DRIVES

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.

ATCHISON, KANS.

Blair Elevator Corp., The, grain merchants.*

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Haym & Co., M. H., wholesale brokers, grain, hay.*

BALTIMORE, MD.

Chamber of Commerce Members.

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 Gill & Fisher, receivers and shippers.*
 Hammond, Snyder & Co., Inc., receivers, exporters.*
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 Lederer Bros., grain receivers.*
 Robinson & Jackson, grain commission merchants.*
 Steen & Bro., E., grain receivers and exporters.*

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Hasenwinkle-Scholer Co., corn and oats.*

BOSTON, MASS.

Chamber of Commerce Members.

Benzaquin, Matthew D., grain brokerage commission.*

BUFFALO, N. Y.

Corn Exchange Members.

Armour Grain Co., grain merchants.*
 Burns Bros. Grain Corp., grain commission.*
 Davis, Inc., A. C., grain.*
 Globe Elevator Co., receivers & shippers.
 Great Lakes Grain Co., Inc., receiving & forwarding.
 Harold, A. W., grain, barley a specialty.
 McKillen, Inc., J. G., receivers and shippers.*
 Pratt & Co., receivers, shippers of grain.*
 Ratcliffe, S. M., commission merchant.*
 Seymour-Wood Grain Co., consignments.*
 Sunset Grain & Feed Co., grain & feed.*
 Tayntor & Shaw, receivers & shippers.*
 Townsend Ward Co., The, consignments.*
 Watkins Grain Co., grain commission.

CAIRO, ILL.

Board of Trade Members.

Halliday Elevator Co., grain dealers.*
 Hastings Co., Samuel, receivers & shippers.*
 Hastings-Stout Co., grain merchants.*
 Lynch Grain Co., grain dealers.*
 Thistlewood & Co., grain and hay.*

CEDAR RAPIDS, IOWA.

King Wilder Grain Co., grain shippers.*
 Murrel Grain Co., Ray, recvrs. and shprs.*
 Piper Grain & Mfg. Co., receivers and shippers.*

CHICAGO, ILL.

Board of Trade Members.

Armour Grain Co., grain buyers.*
 Badenoch Co., J. J., grains, millfeeds, concentrates.*
 Bailey & Co., E. W., grain commission merchants.*
 Bartlett-Frazier Co., grain merchants.*
 Brennan & Co., John E., grain commission merchants.*
 Carhart Code Harwood Co., grain commission.*
 Clement, Curtis & Co., members all exchanges.*
 Dole & Co., J. H., grain and seeds.*
 Harris, Winthrop & Co., grain commission.*
 Hitch & Carder, commission merchants.*
 Holt & Co., Lowell, commission, grain and seeds.*
 Lamson Bros. & Co., consignments solicited.*
 McKenna & Dickey, commission merchants.*
 Nash-Wright Grain Co., commission merchants.*
 Norris Grain Co., grain merchants.*
 Pope & Eckhardt Co., grain and seeds.*
 Rang & Co., Henry, grain merchants.*
 Rosenbaum Brothers, grain merchants.*
 Rosenbaum Grain Corp., commission merchants.*
 Rothschild Co., D., receivers and shippers.*
 Rumsey & Co., grain commission.*
 Schifflin & Co., P. H., commission.*
 Shaffer Grain Co., J. C., grain merchants.*
 *Member Grain Dealers National Association.

CHICAGO, ILL. (Continued).

Somers, Jones & Co., grain and field seeds.

CINCINNATI, O.

Grain & Hay Exchange Members.
 Blumenthal, Max, commission merchants.
 Cleveland Grain & Mfg. Co., grain merchants.*
 DeMolet Grain Co., receivers & shippers.*
 Early & Daniel Co., grain, hay, feed.*
 Scholl Grain Co., receivers & shippers.*

CIRCLEVILLE, O.

Cook, Wade H., grain, hay and grain products.*

CLEVELAND, O.

Grain & Hay Exchange Members.
 Bailey, E. I., shpr. grain, millfeed, oil and c. s. meal.*
 Cleveland Grain & Milling Co., The, recvrs. & shprs.*
 Sheets Elevator Co., The, grain, hay, straw.*
 Shepard, Clark & Co., grain merchants.*

COLUMBUS, O.

Smith-Sayles Grain Co., The, buyers and shippers.*

DALLAS, TEX.

Watson Co., H. H., grain, millfeed, hay.

DAVENPORT, IA.

Davenport Elevator Co., receivers and shippers.*

DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.*
 Harrison, Ward & Co., Grain Belt Elevator.*

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Grain Exchange Members.
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 Conley-Ross Grain Co., The, grain and beans.*
 Denver Elevator, wholesale grain, flour, millfeed.
 Houlton Grain Co., wholesale grain.*
 Kellogg Grain Co., O. M., receivers and shippers.
 McCaull-Dinsmore Co., wholesaler and commission.*
 Phelps Grain Co., T. D., wholesale grain.*
 Rocky Mountain Grain Co., export and domestic grain.*
 Summit Grain Co., wheat, corn, oats, rye, barley.*

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 Lockwood, Lee, broker.
 Lake Grain Co., J. C., buyers, sellers all grains.

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Board of Trade Members.

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Board of Trade Members.

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 Dorsey Grain Co., merchants—commission consignments.*
 Moore-Seaver Gr. Co., recvrs., shprs., consignments.*
 Merrill Grain Co., grain merchants.*
 Rosenbaum Grain Corp., grain merchants.*
 Transit Grain & Com. Co., consignments, brokerage.*
 Universal Mills, "Superior" Feeds.*

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HASTINGS, NEBR.

Koehler-Twidale Elevator Co., grain dealers.*

HOUSTON, TEX.

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 Rothschild Co., S., grain, c/s products, rice, b/p.*

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 Cleveland Grain & Milling Co., grain commission.*
 Hart-Maibucher Co., grain merchants.*
 Hayward-Rich Grain Co., grain commission.*
 Kinney Grain Co., H. E., recvrs. & shippers.*
 National Elevator Co., grain merchts. & comm.*
 Menzie Grain & Bkg. Co., Carl D., grain merchants.*
 Montgomery & Tompkins, receivers & shippers.*
 Steinhart Grain Co., commission and brokerage.*
 Witt, Frank A., grain commission and brokerage.*

KANKAKEE, ILL.

Breckenridge Grain Co., grain dealers.

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Board of Trade Members.

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 Bruce Bros. Grain Co., consignments.*
 Christopher & Co., B. C., kafir, feterita, milo.*
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 Davis-Noland-Merrill Grain Co., grain merchants.*
 Denton Hart Grain Co., consignments.*
 Ernst Davis Grain Co., commissions.*
 Lichtig & Co., H., kafir, milo, screenings.*
 Logan Bros. Grain Co., receivers and shippers.*
 Miller Grain Co., S. H., consignments.*
 Moore-Seaver Grain Co., grain receivers.*
 Norris Grain Co., grain merchants and exporters.*
 Rocky Mt. Grain & Com. Co., consignments.*
 Scouler Bishop Grain Co., receivers and shippers.*
 Shannon Grain Co., consignments.*
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 Wilser Grain Co., consignments.*

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Grain Exchange Members.

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 Gordy Co., C. L., grain brok., hay, grain & Mill feed.

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Board of Trade Members.

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 Callahan & Sons, receivers and shippers of grain.*
 Kentucky Public Elevator Co., storers and shippers.*
 Zorn & Co., S., receivers and shippers.*

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McKINNEY, TEX.

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MEMPHIS, TENN.

Merchants Exchange Members.

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 Buxton, E. E., broker & commission merchant.*
 U. S. Feed Co., grain, hay, mill feed.*

MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.*
 (Continued on next page.)

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

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 Franke Grain Co., The, grain and feed.
 Froedtert Grain & Malting Co., recvrs. and shippers.*
 Kamm Co., P. C., grain shippers.*
 LaBudde Feed & Grain Co., grain, feed, hay.*
 Milwaukee Grain Com. Co., recvrs. grain and seed.

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Chamber of Commerce Members.
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 Cereal Grading Co., grain merchants.*
 Davies Co., F. M., grain commission.*
 Delmar Co., shippers.*
 Hiawatha Grain Co., grain merchants.*
 Itasca Elevator Co., grain merchants.*
 Malmquist & Co., C. A., receivers & shippers.*
 Marfield Grain Co., grain commission.*
 Poehler, Wm. A., grain merchant.*
 Sheffield Elevator Co., shippers of grain.*
 Stuhr-Seidl, shippers grain & feed.
 Van Dusen-Harrington Co., grain merchants.*
 Zimmerman, Otto A., grain and feed.*

NASHVILLE, TENN.

McL. J. Reece Co., wholesale seeds & grain.

NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, buckwheat.

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 Marshall Grain Co., grain, feed, seeds.*
 Stinnett Grain Co., grain merchants.*
 Vandenberg, Jesse, milling wheat.

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OMAHA, NEBR. (Continued).

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 Trans-Mississippi Grain Co., receivers and shippers.*
 United Grain Co., commission and brokerage.*
 Updike Grain Co., milling wheat.*

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Board of Trade Members.

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 Dewey & Sons, W. W., grain commission.*
 Feltman Grain Co., C. H., grain commission.*
 Harrison, Ward & Co., receivers & shippers.*
 Luke Grain Co., grain commission.*
 McFadden & Co., C. C., grain commission.*
 Miles, P. B. & C. C., grain commission.*
 Turner Hudnut Co., receivers and shippers.*
 Tyng Grain Company, receivers and shippers.*

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 Richardson, Geo. M., grain and feeds.*
 Stites, A. Judson, grain and millfeed.*

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 Hardman & Daker, grain, hay, millfeed.*
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 McCague, Ltd., R. S., grain, hay.*
 Rogers & Co., Geo. E., grain and hay.*
 Stewart & Co., Jesse C., grain and mill feed.*
 Walton Co., Samuel, grain and hay.*

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Balbach, Paul A., grain buyer, all markets.

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ROCHESTER, N. Y.

Dailey Bros., Inc., receivers and shippers.*

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 Gordon Grain Co., grain commission.*

SAN ANTONIO, TEX.

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 Graham & Martin Grain Co., grain commission.*
 Hall Grain Co., Marshall, grain merchants.*
 Langenberg Bros. Grain Co., grain commission.*
 Martin & Knowlton Grain Co., grain merchants.*
 Morton & Co., grain commission.*
 Nanson Commission Co., grain commission.*
 Picker & Beardsley Com. Co., grain and grass seed.*
 Turner Grain Co., grain commission.*
 Von Rump Grain Co., grain merchants.*

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Board of Trade Members.

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 Flanley Grain Co., receivers and shippers.*
 Western Terminal Elevator Co., receivers and shippers.*

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 De Vore & Co., H. W., grain and seeds.*
 King & Co., C. A., grain and seeds.*
 Southworth & Co., grain and seeds.*
 Wickenhiser & Co., John, grain receivers, shippers.*
 Zahm & Co., J. F., grain and seeds.*

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Derby Grain Co., wheat, corn, oats, and millfeed.*

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Board of Trade Members.

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 Smith McLinden Grain Co., wheat, corn, kafir, millfeed.

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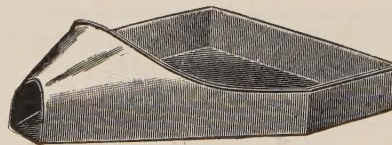
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Two Rowed and Heavy White

Send Samples

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The Quaker Oats Company
Grain Department Chicago, Illinois

Box Elder, Mont.—I think the Journal covers the grain and market field very thoroly and I really would not know a place in it where it could be benefited.—S. P. Cowger.

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Glark's Car Load Grain Tables

Eighth edition, revised and enlarged, shows the following range of reductions of pounds to bushels by fifty pound breaks.

20,000 to 107,950 lbs. to bushels of 32 lbs.
20,000 " 74,950 " " " " 34 "
20,000 " 96,950 " " " " 48 "
20,000 " 118,950 " " " " 56 "
20,000 " 118,950 " " " " 60 "

Pounds in red ink; bushels in black. Lined ledger paper reinforced, bound in flexible karatol with marginal index. Price \$2.50, weight 6 ozs.

GRAIN DEALERS JOURNAL
309 So. La Salle Street CHICAGO, ILL.

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MembersThere is a great satisfaction in trusting your
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Providence does dealing, When "Seedy" favor**C. A. KING & CO.**

Like Billy Sunday they deal in cash and futures.

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MILWAUKEE-CHICAGO-MINNEAPOLISFor whatever you wish to know
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in or about a grain elevator ask theInformation Buro
Grain Dealers Journal Chicago, Ill.**SHIP US YOUR CORN, OATS AND WHEAT**Regardless of its condition. We operate the Superior Elevator
equipped with all modern machinery for handling grain.**PRATT & CO., Operators of Superior Elevator**
610 Chamber of Commerce Buffalo, N. Y.

DENVER

Grain shippers who are anxious to get the most from their grain will find it to their advantage to investigate the merits of the Denver market. After a thorough investigation it is a known fact that it will receive your shipments. Any of the Grain Exchange members listed below will be glad to give you any information you may desire. Better still—ship at least one car to any of them and be convinced.

The Summit Grain Co.

Receivers and shippers of all kinds of grain.
Offices and elevator, 19th and Navajo Sts. P. O. Box 805.

O. M. Kellogg Grain Co.

Receivers and shippers of all kinds of grain.

T. D. Phelps Grain Co.

Wholesale Grain and Beans.

McCaull-Dinsmore Co.

Grain—Wholesaler and Commission.

Rocky Mountain Grain Co.

Grain Merchants—Export and Domestic.

Houlton Grain Company

Wholesale Grain—Get in touch with us.

The Conley-Ross Grain Co.

Wholesale Grain.

The Ady & Crowe Mercantile Co.

Grain, Hay, Beans.

Denver Elevator

Wholesale Grain, Flour, Mill, Feed and Pinto Beans.

We operate 30 elevators in eastern Colorado.

Note: All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discontinued by three disinterested members of the Exchange when dockage is not provided for in the contract

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Murphy Building
Detroit, Michigan

Consign or Ask Us for Bid

E. A. Grubbs Grain Co.

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Good Milling Wheat

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L. W. FORBELL & CO.

Strictly Commission Merchants
Specialists in WHEAT, CORN, OATS
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CROWELL ELEVATOR COMPANY

Receivers and Shippers

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**General Grain and
Commission Business**

USE US

RICHARDSON BROS.

Brokers
Want Offers
Grain - Flour - Mill Feed
Delivered Philadelphia
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Proof Positive of Invincible Quality

Recent Contracts for INVINCIBLE MACHINES were placed by such internationally known concerns as:—

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New Mill, Buffalo, N. Y.
98 Machines

Quaker Oats Company
New Mill, Peterboro, Ont.
20 Machines

Baltimore & Ohio Ry. Co.
New Elevator, Baltimore, Md.
10 Machines

The significant thing is not alone in the fact that these orders came to us, but that all three companies have been using INVINCIBLE MACHINES for years.

The highest degree of perfection in the finished product is never attained except by the employment of Machinery of First Quality.

Quality is Inherent in Invincibles

Invincible Grain Cleaner Company
Silver Creek, N. Y.

Representatives in—

Minneapolis, Chicago, Kansas City, Indianapolis, Remont, Ohio; Bristol, Tenn.; Philadelphia, San Francisco, London, Eng.

By mentioning the Grain Dealers Journal of Chicago when writing its advertisers you help it to more efficient work in improving grain trade conditions.

Before you buy any truck dumping device figure the complete cost — installed

Kewanee

All Steel Truck Lift

Strengthens your driveway instead of weakening it



The illustration shows what happens to your driveway when you install a Kewanee. Seldom are more than three joists cut. These are spliced, as shown, the ends being rested on the lower angles on each side of lift frames. Nail down flooring and your driveway is stout as a steel bridge — stronger than ever.

You don't need to tear out your driveway or buy any timbers. And that is only one of the reasons why a Kewanee costs less to install.

Ask your contractor what truck dumping device he would install in an elevator he was building for himself. Ten to one he would say "Kewanee."

Kewanee Implement Company

Kewanee, Illinois

Southwestern Distributors

Fairbanks, Morse & Co., Kansas City, Mo.

Look This Over

T. B. HORD GRAIN COMPANY
GRAIN, LUMBER AND COAL

Central City, Neb.

Nov. 9, 1923

Drake-Williams-Mount Co.,
Omaha, Nebraska.

Gentlemen:

In reply to your letter of the 8th relative to the steel improved Trapp Dump which we installed in our Madison elevator at Madison, Nebraska. Wish to state that this is one of the easiest dumps to install we have ever had anything to do with. We hung this dump on the 3 x 12 joist and it was unnecessary to cut out anything in the driveway construction. We also hung the cylinder to these same 3 x 12 joists and did not even have to make a Pier upon which to locate it. This dump is working fine. The construction throughout is good, and we believe that it is one of the easiest installed dumps and the best that we have had anything to do with.

Yours very truly,

T. B. HORD GRAIN COMPANY.

JWH:M

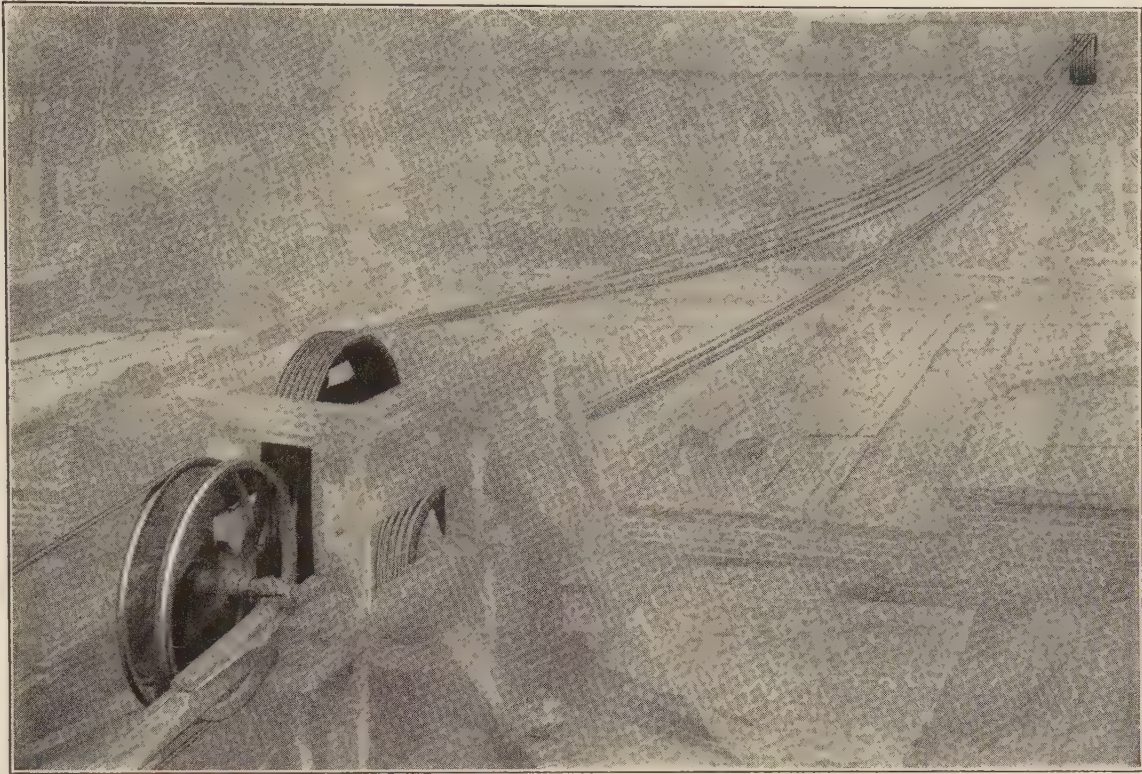
You, too, will be satisfied with a Trapp Dump. In case you wish to see one in operation we will gladly give you the location of the nearest installation of the

ALL STEEL TRAPP DUMP

Manufactured by

Drake-Williams-Mount Company
Omaha Nebraska

Manufacturers of bootpans, water and oil tanks, and smokestacks. Jobbers of boiler tubes, plate sheet, and structural steel.

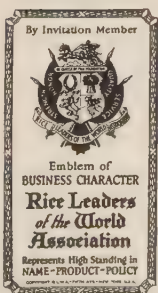


A Rope That Endures

In a great many cases, it is not only advisable but also profitable to install a Rope Drive as illustrated in the above photograph. Perhaps the transmission of power around a difficult angle or around a corner would also mean a substantial saving to you.

Under such conditions, it is necessary to obtain a Rope that will endure. Columbian *Tape-Marked* Pure Manila Transmission Rope is the Rope to use, for it is built to withstand exposure to the elements. Its rugged, weatherproof construction makes it possible for it to render years of continuous service, even under the most severe conditions.

Many other advantages of a Columbian Rope Drive are explained in the new "Columbian Book of Rope Transmission," a copy of which is yours for the asking. If you are considering a Rope Drive, it will be worth your while to get in touch with our Service Department. They will be glad to help you and you will not incur any obligation.



Columbian Rope Company

322-60 Genesee Street

Auburn, "The Cordage City" N. Y.

Branches: New York Chicago Boston New Orleans



"Hand Picked" Separation Makes Money for Elevators

Cleaning wheat with the Carter Disc Separator invariably results in big, substantial profits. *No other method cleans grain so thoroughly or at such small cost.*

In one run through, the Carter insures a commercially perfect separation that results in better prices. And then there is the extra revenue from the sale of dockage.

The scouring action of the discs increases the test weight of the wheat, frequently enough to raise it one grade.

The Carter saves practically all the wheat usually lost in the screenings. Government grain investigators have found that the losses in screenings average 17.8 per cent. This means 178 bushels of good marketable wheat lost in every 1000 bushels of screenings—that would be saved by the Carter "Hand Picked" separation.

Try the Carter at Our Expense

Many of the country's largest elevators, after investigating the Carter, have completely equipped their plants with these machines.

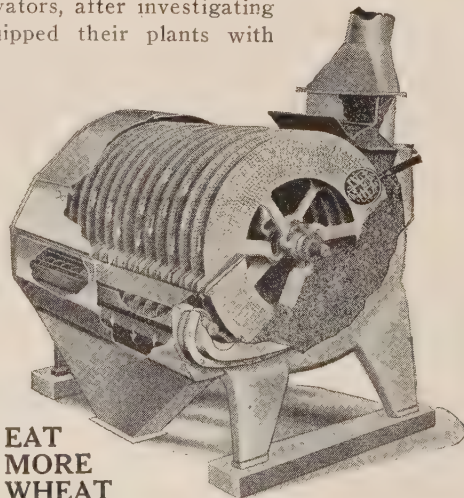
Try the Carter for 30 days. Then, if you are not entirely satisfied you may return it and we will pay the freight both ways. Write today for full information.

Carter-Mayhew Mfg. Co.

611 119th Ave., N. E.
MINNEAPOLIS, MINN.

Kansas City Office, 518 New York Life Bldg.

FOREIGN REPRESENTATIVES
Canada—The Strong-Scott Mfg. Co., Ltd., Winnipeg.
Argentina — Cereal Machine Co., Buenos Aires.



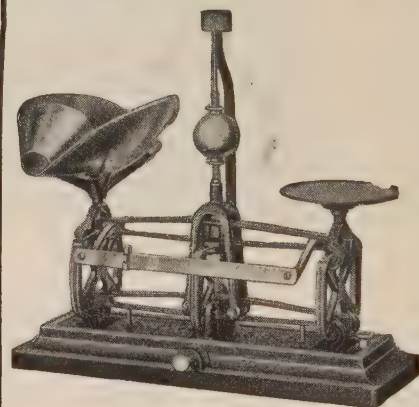
EAT
MORE
WHEAT

Grain Testing Scales



5055

No. 5055
For Grain Testing, Etc.



No. 4000 Used in Moisture Testing
SEND FOR CATALOG NO. 35 G

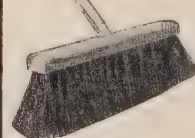
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Main Office
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Factory Branch:
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THE "STAR" WAREHOUSE BRUSH for Sweeping Grain from Cars



Let us ship you a dozen of these on trial for 60 days. No charge unless the brush proves satisfactory. Send no money. Used by leading terminal elevators.

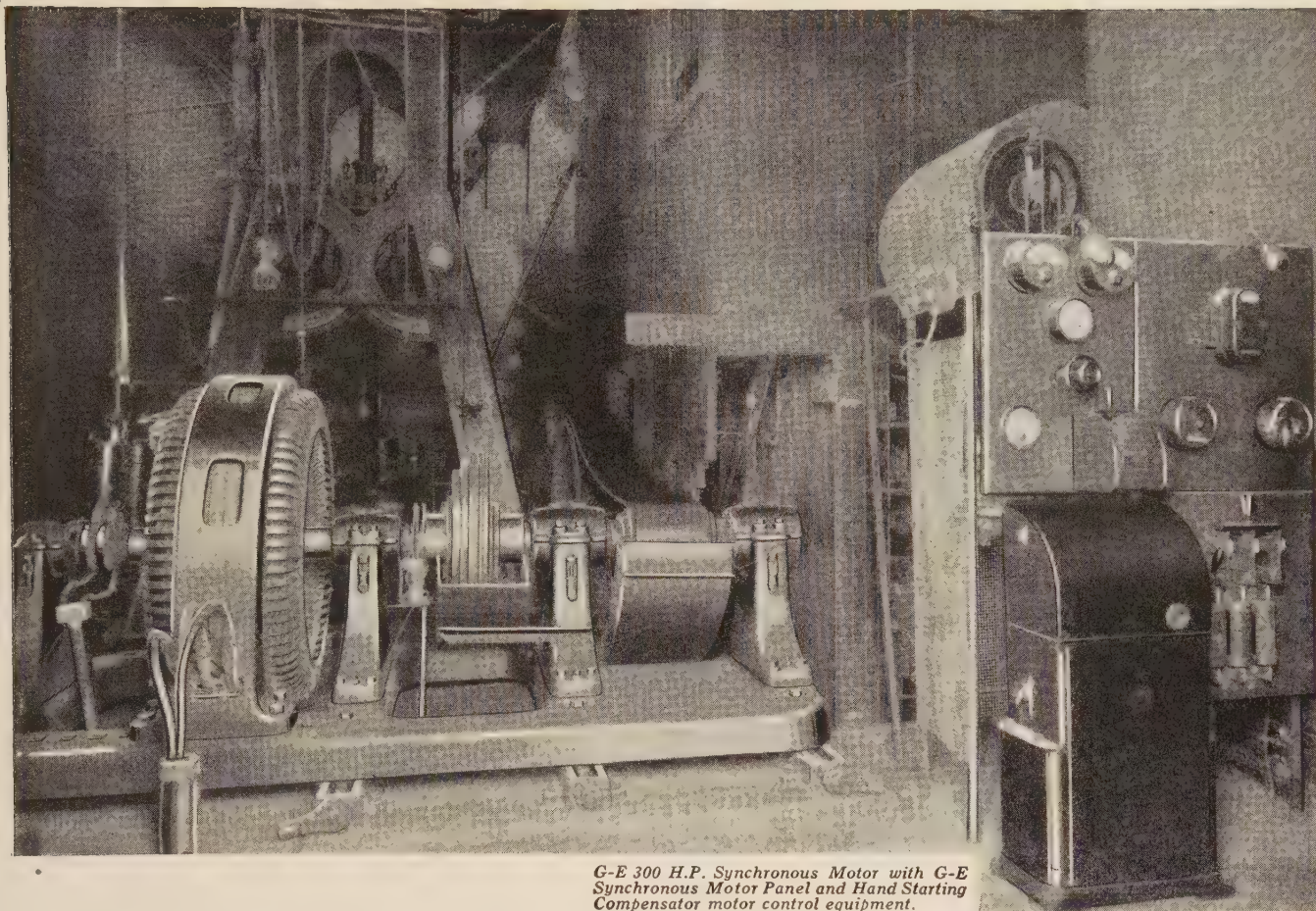
\$16.00 per doz. F. O. B. Minneapolis

Flour City Brush Co.

422 So. 4th St., Minneapolis, Minn.
BROOMS—Extra heavy (43 lb.) warehouse brooms \$10.00 per doz., Minneapolis.

We like the Journal very much; it is helpful and we would be lost without it.—C. B. Stickell, mgr., Co-operative Exchange Co., Mechanicsburg, O.





G-E 300 H.P. Synchronous Motor with G-E Synchronous Motor Panel and Hand Starting Compensator motor control equipment.

Saves Over \$6000 a Year

Driving the machinery in the National Elevator, Chicago, a G-E 300 H.P. Synchronous Motor has replaced a vertical marine steam engine.

Sufficient time has elapsed since the installation of this equipment, pictured above, to enable the owners to compare in full detail the cost of operating their plant by the past and present methods. The results of the comparison are overwhelmingly in favor of electric drive.

The reason for a change-over from steam to electricity will be obvious to all who compare the actual operating costs of these two methods.

Designers, builders and operators of grain elevators will find it worth while to talk with G-E engineers. They will specify suitable motor drive for machinery—or, if desired, will recommend equipment for the complete electrification of grain elevators—large or small.



In its more than a quarter century of service to supplying the electrical needs of Industry, the General Electric Company has taken at all times a leading part in developments for industrial plant betterment. Its vast engineering and manufacturing facilities are at your service.

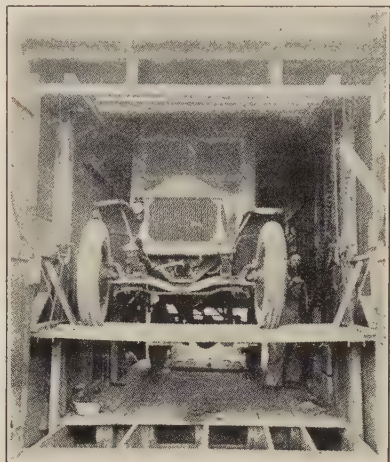
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43B-806

GENERAL ELECTRIC

Another York Special



The above cut shows a Power's Safety Controllable Truck Dump in action, at the York Milling Co., York, Nebr. It took less than one day to install the dump, at an expense of \$18.75, including the timber. No disturbance to your pit or elevator, to install the dump. Also works in combination with your wagon dump and does not obstruct your drive way.

Price \$135.00

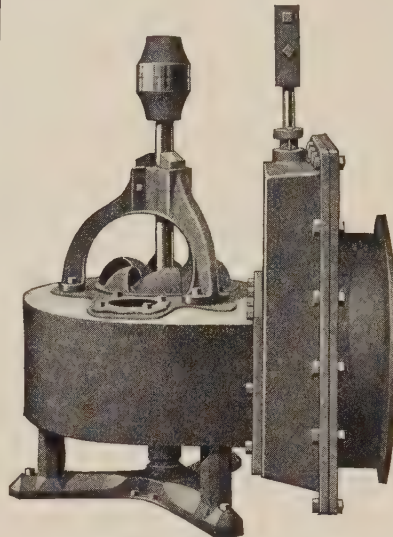
York Foundry & Engine Works
YORK, NEBR.

Send For Our Handy Catalog No. 8

If You Have A Waterpower---

why not make it work for you and cut the cost of power for your mill?

The Little Giant Turbine Waterwheel



is easy to install—

requires little attention for operation and upkeep—

develops full rated power.

Send for catalog No. 90 containing a detailed description of the wheel, power tables and other valuable information.

MUNSON MILL MACHINERY CO., Inc.

Established 1825

Utica, N. Y.

Representatives: F. J. Conrad, Cedar Rapids, Ia.; Strong & Scott, Minneapolis, Minn.; A. F. Ordway & Sons, Beaver Dam, Wis.

DIXON'S SILICA - GRAPHITE PAINT

has been on the market for over 50 years and is made in FIRST QUALITY only. The pigment is Nature's own mixture of flake graphite and silica while the vehicle is the best boiled linseed oil obtainable.

Dixon's Silica-Graphite Paint is immune from attacks by acids, alkalis, gases and fumes. Impervious to water and not affected by heat or cold.

It dries into a smooth elastic surface and lasts for surprisingly long periods of time, records running from 5 to 15 years on various metal and wood surfaces.

Dixon's is a paint in which the flake graphite and silica are naturally and not artificially combined, and this feature is essential to long life, efficient surface protection, elasticity and resistance to dampness.

Write for Booklet No. 15-B and see how it will lower your paint costs.

JOSEPH DIXON CRUCIBLE CO.



JERSEY CITY,
NEW JERSEY



Established 1827



WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

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Transmission Machinery
Transmission Rope
Waterproofing (Cement)

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

Information Bureau

Grain Dealers Journal, 309 So. La Salle St., Chicago

Here is the Answer for the Man about to Build a Grain Elevator/

THE time to make certain of having bone-dry pits and basements is before the construction work starts.

Concrete, no matter how fine the mix, is water-absorbent. This condition is due to the countless tiny voids or pockets present in all concrete construction. These voids actually exert capillary attraction and suck up every bit of moisture and water the surface comes in contact with.

So, if you wish to make concrete waterproof and actually water-repellent you must use an integral waterproofing, added to the mix. After the con-

crete is poured your opportunity for genuinely waterproofing the mass is gone.

Medusa Integral Waterproofing makes concrete construction waterproof by making the mass water-repellent instead of water-absorbent. Because Medusa Waterproofing is insoluble and cannot be destroyed, the concrete is waterproofed as long as it stands.

If you are about to build, write us and we will put you in touch with the nearest Medusa dealer. Or we will gladly furnish you with more detailed information about Medusa Waterproofing.

The GRAIN DEALERS JOURNAL.

WATER IN PITS and basements is making so much trouble for elevator operators we would appreciate it very much if elevator owners who have obtained complete relief from this trouble would tell how they have secured it.

The Sandusky Cement Company Department G. J. Cleveland, Ohio

Manufacturers of Medusa Non-Staining White Cement (Plain and Waterproofed); Medusa Gray Cement (Plain and Waterproofed); and Medusa Waterproofing (Powder and Paste)

MEDUSA

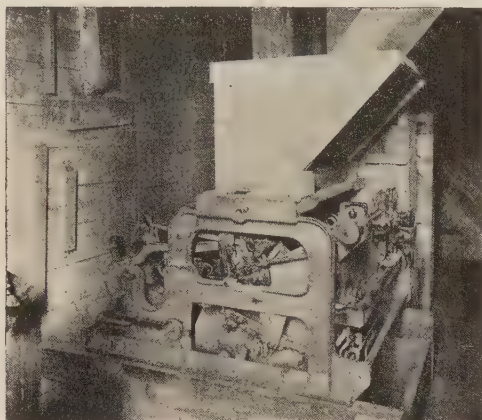
WATERPROOFING

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45 out of every 50 Country Shippers buying scales in the past have selected



The Richardson Automatic Shipping Scale

Why experiment at your expense?
We did it for you years ago.

Use the recognized standard by whose performance all other scales are judged.

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Reduce the Risk of Dust Explosions

Don't take the chance of dust explosions with inefficient power transmission methods. American High Speed Chains generate no static electricity, the chief cause of dust explosions.

They run without initial tension or sliding contact and transmit 98 to 99% of the power applied. There are machines in your mill that can be made more safe by their use. Let us send an engineer to consult with you on this problem.

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HIGH SPEED CHAIN CO.
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SILENT CHAIN DRIVES

Positive as a gear, flexible as a belt, combining the advantages of both without the disadvantages of either.

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There is a Morse Engineer near you

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Cleveland, Ohio	Montreal, Que., Can.	Winnipeg, Man., Can.

2060-30

Record of Cars Shipped

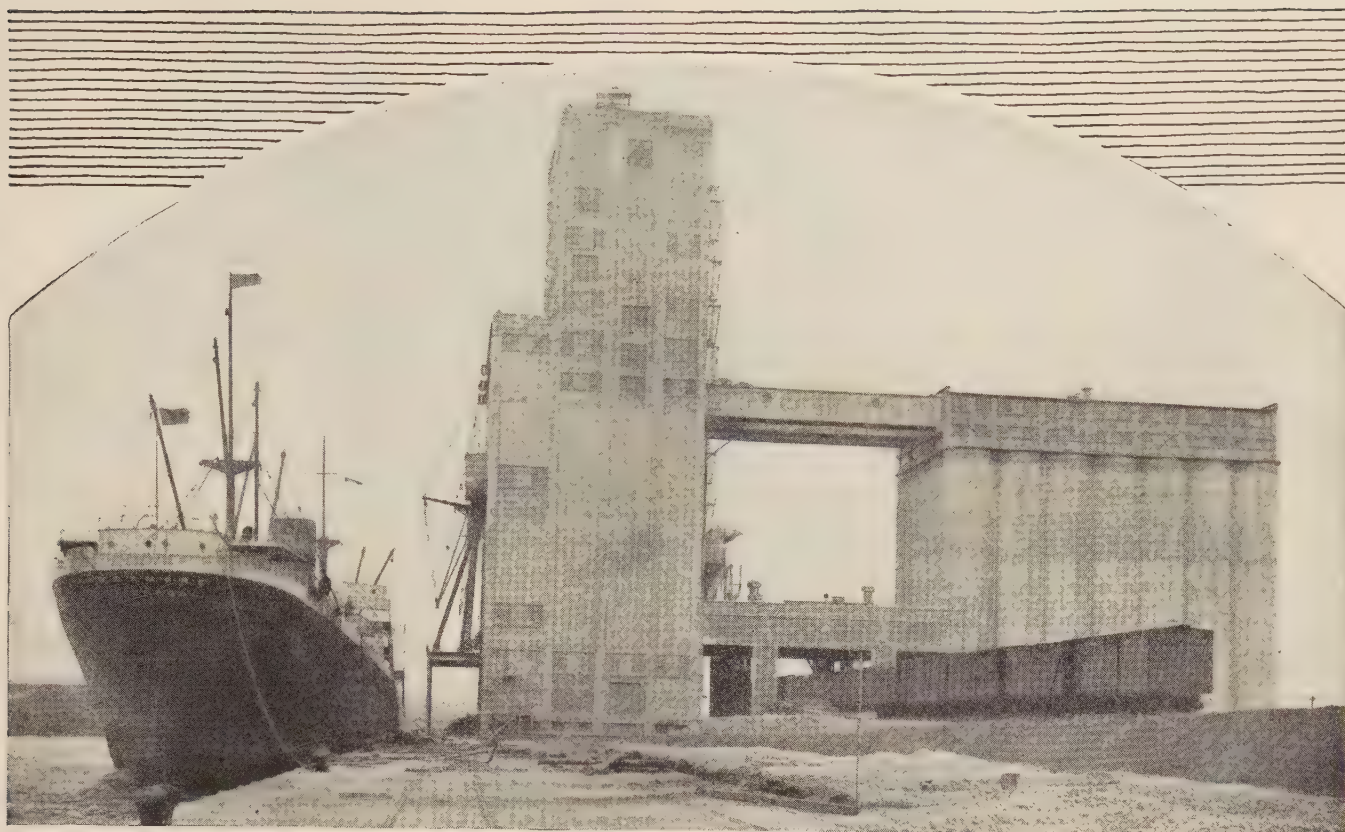
This double page form is designed especially for country shippers in keeping a complete record of each car of grain shipped from any station or to any firm, may be kept by themselves under the following column headings: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price Amount, Freight, Other Charges, Remarks.

The book is 9½x12 inches, and contains 160 pages of edge paper 29 lines to each page, and has spaces for recording the foregoing facts regarding 2320 carloads. It is well bound in strong boards with leather back and corners.

Order Form 385. Price, \$3.00.

GRAIN DEALERS JOURNAL

309 S. La Salle Street, CHICAGO, ILL.



A "Known Quantity" in Modern Grain Elevator Equipment

WEBSTER service to grain elevator engineers and builders is based on an intimate knowledge of the grain elevator business coupled with an unusual ability to meet its particular conditions. This service has years of background, experience, and development behind it. As a result Webster Grain Handling Equipment is a known quantity in modern elevator practice regardless of whether the equipment includes Marine Legs, Belt Conveyors, Elevators, Loading Hoppers, Spouting, or Power Transmission Machinery.

Engineers and Builders of Grain Elevators and Mills will therefore find it worth while to work with Webster Engineers on their grain handling problems. They will help you in selecting suitable equipment to meet your particular requirements. This service is at your disposal.

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CLEVELAND.....509 Swetland Bldg.
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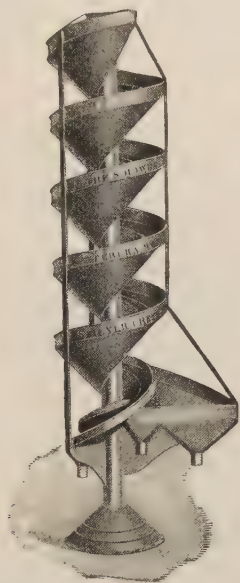
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SEPARATING VETCH FROM RYE

Automatic
No Moving Parts

Operates on the
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Self-Acting
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Actually pays for itself
in a few weeks.

We'll test your samples and show you something interesting



S. Howes Co., Inc.
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Elevator Buckets



"V" Type

A bucket for high
speed and perfect
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"Salem"

Weller Buck-
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made and will
give the service



We Also Make
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Confirmation Blanks Simple-Complete-Safe

If you would avoid trade disputes, and differences and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs and returns one and keeps the other.

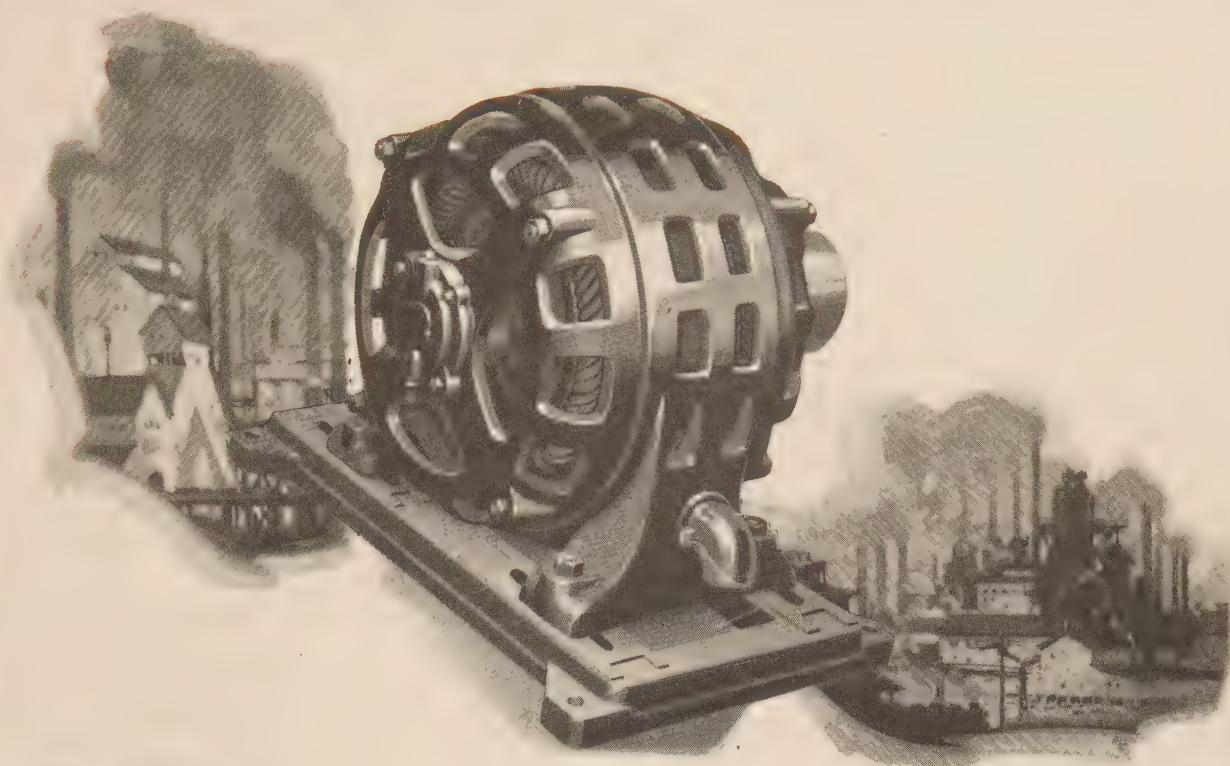
This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against the expensive misinterpretation of your trades.

The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

Fifty confirmations in triplicate and two sheets carbon bound with pressboard and wire stitched, size 5¼"x8¼".

Order Form 6 CB, Price 90 cts.

Grain Dealers Journal
309 S. La Salle Street CHICAGO, ILL.



Why the current saving?
why the greatly increased bearing life?
with FAIRBANKS-MORSE *ball bearing*
motors

There are 52,000 miles per year of rubbing friction in a thirty h.p. sleeve-bearing motor with $1\frac{15}{16}$ " shaft running at 1800 r. p. m. during ordinary working hours (2600 hours per year)—26,000 miles for each bearing.

More than Twice Around the World

Two 26,000-mile films of oil must be continuously spread over that double track in the sleeve bearings throughout the year. If a single mile is missed, the bearing burns out and production stops. With the sleeve type, it is, at best, a twenty-six thousand mile rub per bearing.

But with FAIRBANKS-MORSE Ball Bearing Motors, it is a rolling travel. Think of the saving in bearing wear. Think of the power saving. These savings will quickly absorb the installation cost and permanently lower operating costs.

Ask those who have been using FAIRBANKS-MORSE Ball Bearing Motors over a period of years. Let our engineers give you the facts about FAIRBANKS-MORSE Ball Bearing Motors and your operating problems. (See address, our Indianapolis Electrical Works, reverse page.)

FAIRBANKS, MORSE & CO. • Manufacturers • Chicago

25 Branches throughout the United States at your service

FAIRBANKS-MORSE
 ball bearing motors



Only **20** minutes once a year for **LUBRICATING** *and* **SERVICING**

You can let a Fairbanks-Morse motor run a year without touching the bearings. Then only 20 minutes is required for repacking the bearings and other servicing.

At the end of a year, simply flush out the bearing boxes with kerosene, repack and they are ready for another year's run. Five cents buys the grease for a 5-h. p. motor; fifty cents for a 200-h. p. motor. No further servicing is necessary. The ball bearings of the Fairbanks-Morse Motors are housed in snug bearing boxes, packed in grease. In service where dust impairs the efficiency of ordinary bearings, Fairbanks-Morse Ball Bearing Motors make the ideal installation.

No oil drip to destroy insulation, damage belting, soil merchandise or foul the floor. Bearing wear and bearing trouble are practically ended.

FAIRBANKS, MORSE & CO.

Manufacturers • CHICAGO

25 Branches throughout the United States at your service

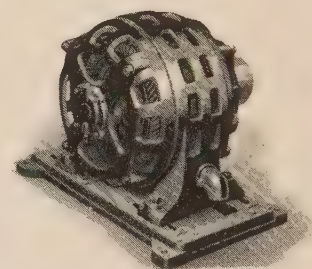
*Send for Special Fairbanks-Morse
Ball Bearing Motor Booklet to*

FAIRBANKS, MORSE & CO.

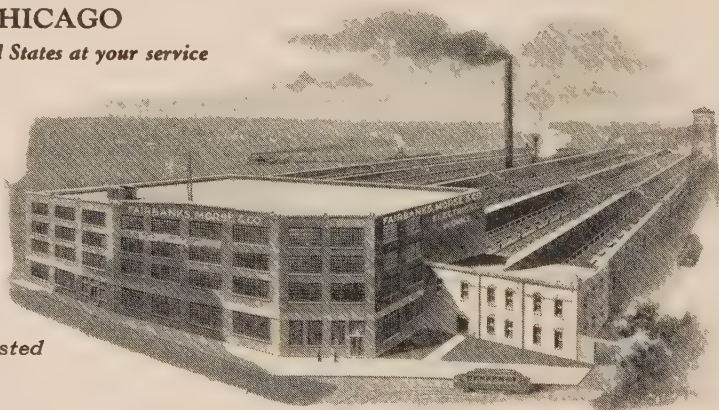
*Indianapolis Works
Indianapolis, Ind.*

Specify industry in which you are interested

- | | |
|--|---|
| <input type="checkbox"/> Automotive | <input type="checkbox"/> Metal Working |
| <input type="checkbox"/> Food Products | <input type="checkbox"/> Paper |
| <input type="checkbox"/> Grain and Milling | <input type="checkbox"/> Pumping and Irrigation |
| <input type="checkbox"/> Laundry | <input type="checkbox"/> Textile |
| <input type="checkbox"/> Lumber | <input type="checkbox"/> Wood Working |
| <input type="checkbox"/> General Use | |



Sizes 1/2 to 500 horsepower



Home of the ball bearing motor
Fairbanks, Morse & Co.
Indianapolis Works

FAIRBANKS-MORSE ball bearing motors



Now You Can Condition Your Grain *Profitably!*

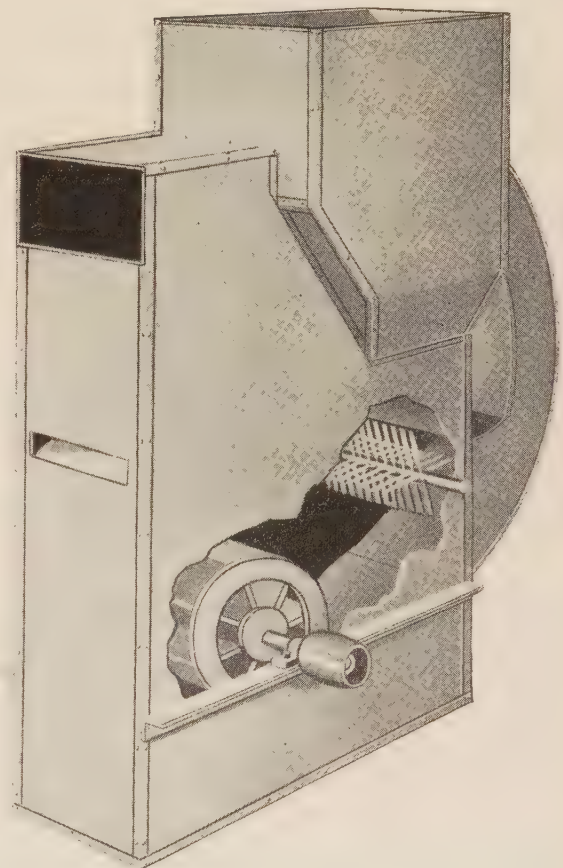
IT is no longer necessary to accept lower prices due to unconditioned grain. With the Strong-Scott Conditioner and Cleaner it pays handsomely to put grain in tip-top market condition.

The STRONG-SCOTT Conditioner and Cleaner

This patented machine is simpler, more compact, costs less to buy and less to operate than any other conditioner made. It operates at 1000 bu. per hour, requiring only $1\frac{1}{2}$ horse power.

For conditioning grain that has begun to heat, for sweetening musty grain, for removing snow from corn and in other work it pays for itself in a few months.

Learn how cheaply and profitably you can condition your grain with this machine. Write today for full information.



Everything for Every Mill and Elevator

The Strong-Scott Mfg Co.

Minneapolis Minn.

Great Falls Mont.

In Canada: The Strong-Scott Mfg. Co. Ltd. Winnipeg

EAT
MORE
WHEAT



Would You Be Interested In Trebling Your Feed Grinding Business?

This Firm Did It Through The Installation of a UNIQUE Ball Bearing Attrition Mill

MORE and BETTER
Grinding CHEAPER

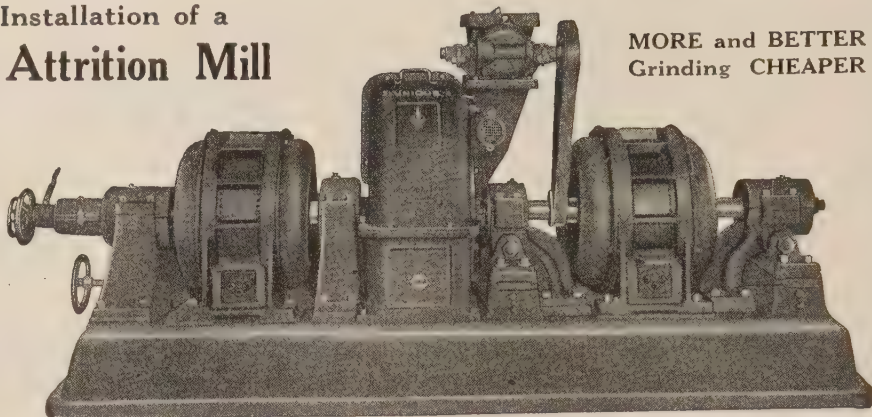
This is what they write:

"We have run several makes of attrition mills but the UNIQUE has them all beat when it comes to ease of handling and fine grinding. We formerly did \$100.00 per month with our old feed mill, but since we have the UNIQUE, our feed business has jumped to over \$300.00 per month and is still growing. We like the operation of our UNIQUE mill better every day, and so do our customers."

Users of ground feeds not only know the value of uniform quality feeds, but through experience have learned to recognize quality and uniformity in feeds the minute they see them. That is why users of UNIQUE Attrition Mills enjoy increasing patronage and profit.

Exclusive improvements such as the Curved Arm Runnerhead, Tramming Device, etc., have made possible the production of quality feeds that attract and hold customers and build up a steady, profitable business. May we explain these features to you? Ask for catalog No. 12.

ROBINSON MFG. CO., 42 ROBINSON BLDG. MUNCY, PA.



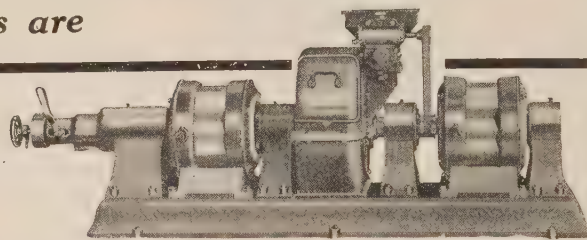
You have to use the Attrition Mill you buy--- —be sure that the runner heads are permanently aligned—

90% of the trouble millers used to have in grinding feed was directly traceable to runner heads that constantly got out of alignment.

But ever since the first complete ball bearing Attrition Mill—a MONARCH was built, shutdowns for tramming became unnecessary; the grinding plates on a MONARCH **never get out of alignment.**

Clean-cut feed just as fine and uniform as your customers want is always assured. And operators, using MONARCHS find it possible to get along with three plate changes a year (and sometimes less) instead of four or five. Upkeep and power costs are also greatly reduced.

You will be interested in seeing our latest booklet which explains this simplest and sturdiest of all attrition mills in detail. Write for Catalog ID-123; we will gladly send you a copy.



"There appears to be no wear-out to the
"MONARCH"

—writes J. S. Orebaugh, Oppen-Orebaugh Milling Co., Norwalk, Ohio. "Our Monarch mill has given us uninterrupted service for over five years without a cent of expense except for grease and plates. It is running just as smoothly today as it did five years ago—there appears to be no wear-out to it."



SPROUT, WALDRON & CO., 1202 Sherman St., MUNCY, PA.

Chicago Office: Room 830, 9 S. Clinton St.

Kansas City Office: 308 New England Bldg.

THE MONARCH MILL BUILDERS

Grain Fumigation Pays

We have developed it along scientific lines. Write us for information.

A. R. Young Material Co.
1710 Grand Avenue Kansas City, Mo.



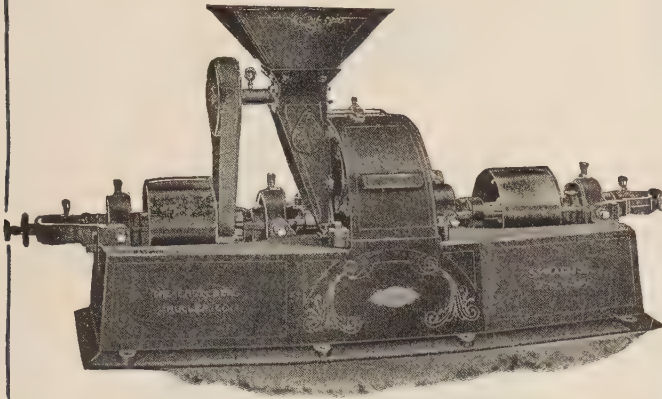
Armour Grain Co.
Chicago
Northrup-King Co.
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Quaker Oats Co., 5
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To Fit Your Conditions

We are equipped to make complete new installations on modern plans, and guarantee the whole installation to produce results. We also remodel old systems, and make additions where present system has become inadequate. Defective systems corrected.

Cyclone Blow Pipe Co.
2542-52 W. 21st St. Chicago, Ill.

The "HALSTED" HAS NO EQUAL



No Seal Rings Positive Feed
Scientific Economical
Wick Oiler Bearings

Its best friend is the man who has used other makes.

Grinding Plates alike on both sides, and being reversible, gives FOUR cutting edges.

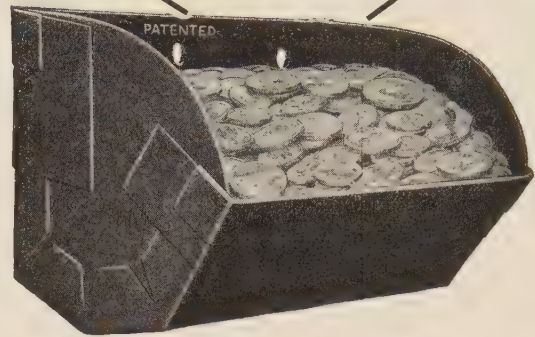
Highest efficiency at the smallest expense.

THE ENGELBERG HULLER CO.
SYRACUSE, N. Y., U. S. A.

"DP"

SUPERIOR
The Cup of Gold

"OK"



Superior Elevator Cups Add Dollars to Your Savings Account!

By Increasing Your Earning Capacity Without Increasing Your Cost of Doing Business!

HOW?

The Superior "DP" do it by increasing your capacity up to double or more, without increasing your speed or changing your other equipment in any way.

The Superior "OK" do it by giving you from three to five times the capacity you can get with any other cup, with smaller, less expensive heads, boots, pulleys and belts, with less power, and with a saving in space.

Write us or full information and free sample cup.

K. I. WILLIS CORPORATION

204½ 18th Street

MOLINE, ILL.

No Order Too Large for Us to Handle; None Too Small for Us to Appreciate

ACCOUNTBOOKS FOR GRAIN DEALERS

GRAIN RECEIVING BOOK Form 12 AA is designed to facilitate keeping a record of weights and number of bushels in wagon loads of grain received.

Each page is 8¼x14 inches, and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount and Remarks.

Each page has spaces for 41 wagon loads and each book has 200 pages or spaces for records of 8,200 loads. The book is well printed, ruled on ledger paper, and substantially bound in full heavy canvas covers. Weighs 2½ lbs.

GRAIN SHIPPING BOOK Form 14 AA is designed to facilitate recording sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10¼x16½ inches, used double. The left-hand pages are ruled for information regarding Sales and Shipments; the right-hand pages for Returns. Under Sales the column headings are Date, Amount Sold, Price, Grain, Terms. Under Shipments are Date, Car Number and Initial. Our Weights in Bushels, Grade, Route, Rate. Under Returns are Destination, Grade, Difference, Bushels Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

The book contains 76 double pages, with room for records of 2,250 cars, is printed on linen ledger, well bound in heavy canvas covers with keratol corners. Weighs 4 lbs

COMPLETE SET FOR \$6.50

GRAIN DEALERS JOURNAL

309 So. La Salle Street, Chicago.

He Thought We Couldn't — But We Did!

Mr. Elmer Sheets, of the Sheets Grain Co., Botkins, Ohio, said he didn't believe that the DREADNAUGHT FEED GRINDER would grind as fine as a double plate grinder. He

installed a 20-inch DREADNAUGHT with a 20 horsepower motor about a month ago, and recently wrote us as follows:



Motor Driven Also

"The Dreadnaught is all right. It does all you say—it certainly grinds oats fine—my customers are satisfied and so am I."

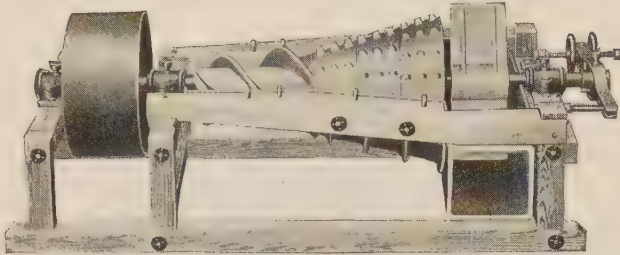
If you are inclined to be skeptical, as was Mr. Sheets, just give us the opportunity to convince you. Hundreds of grain elevators are using DREADNAUGHTS and are finding them all we said of them.

Write for our Special Trial Offer

Bryant Engineering Co.

Port Huron, Mich.

Sole Mfrs. Dreadnaught Feed Grinding Machinery



Millions of Bushels of Soft Corn

Is your shelling plant in condition to handle it?

CONSTANT heavy duty wood or iron frame shellers are giving satisfactory service with all kinds of corn. The positive lock wheel adjustment allows all adjustments to be made, either when the sheller is running or when idle. The two piece shell saves time and expense in case of accident.

Upper and lower halves are bolted above and below frame, allowing either to be replaced in 20 minutes. Guaranteed to shell their rate capacity. Minimum power requirements and many other desirable features.

Check up your equipment today and write CONSTANT for complete information and prices on the needed replacements and repairs.

The B. S. Constant Mfg. Company

Complete Equipment for Grain Elevators

Bloomington, Illinois

Corrugated Sheets

We specialize in corrugated sheets for roofing and siding; also sheet metal work for elevators. Immediate shipment from Chicago.

The Sykes Company

2270 W. 58th Street

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Highest quality for bleaching grains. Guaranteed 99.5% pure and entirely free from arsenic. Quick shipment from mines or nearby stocks.

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**WILL EXTERMINATE ALL YOUR
RATS AND MICE**
WRITE FOR FULL INFORMATION

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171 DUANE ST., NEW YORK, N. Y.

SEED TRADE REPORTING BUREAU
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A CAR-MOVER WITH THE "PUSH"

Order one on 30 days' FREE

TRIAL. Freight both ways paid by us if you don't find it worth the price and then some.

Get
it from
your dealer

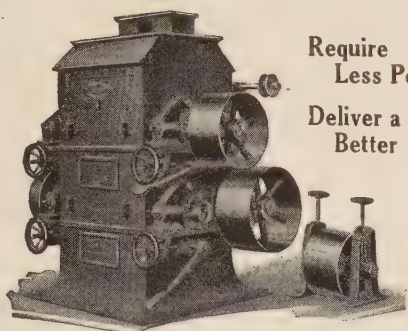
The New Badger
ADVANCE
Car-Mover Co.
Appleton, Wis.

Look for the word
"New Badger" - it
identifies our product



E H R S A M

One, Two and Three Pair High
Feed Mills

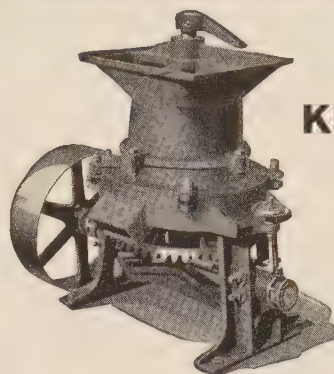


Require
Less Power
Deliver a
Better Product

Rolls cut especially for making
cracked corn chicken feed, cut
wheat. Also standard corruga-
tions for corn meal and feed.

Send for Bulletin No. 20

The J. B. Ehrsam & Sons Mfg. Co.
Enterprise, Kansas



KNOWING
HOW

—that's the secret of success in any
business. When you need outside help
you go direct to the people who know
the most about your special problem.

After thirty-nine years' experience in
building **TRIUMPH** Corn and Cob Crush-
ers we are sure you can get some valu-
able help and information about such
machines from us.

Send for the bulletin and tell
us your specific problems

THE C. O. BARTLETT & SNOW CO.
Main Office and Works: Cleveland, Ohio

WHY-A-LEAK —STOP IT—

BAD ORDER CARS

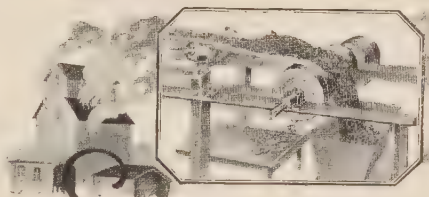
cause the loss of many hard earned
dollars to shippers of grain and seed.

MUCH OF THIS LOSS can be saved
by the use of Kennedy Car Liners.
These car liners practically condi-
tion a bad order car and enable
shippers to load cars that other-
wise would be rejected.

KENNEDY SYSTEM of car liners
prevents leakage in transit and are
made for all cases of bad order
cars, consisting of full Standard
Liners, End Liners and Door Liners.

WILL YOU NOT give us an oppor-
tunity to submit full details of our
system and the low cost for this
protection? We are confident this
would demonstrate to you the effi-
ciency and money saving merits of
our car liners

THE KENNEDY CAR LINER &
BAG COMPANY
SHELBYVILLE, IND.
Canadian Factory at Woodstock,
Ontario



Stop tramp iron
before tramp iron stops you

TRAMP iron is the mill's or ele-
vator's greatest menace. In the
rolls or grinders, or in touching
other metal, it causes sparks. One
little spark may set off a disastrous
dust explosion or fire.

Stop tramp iron! Install Dings Magnetic
Separators As shown they remove
iron before it can do damage. Not even
the smallest piece escapes. Endorsed by
the National Fire Protection Ass'n. 4000
Dings in use!

Get the free bulletin. It also tells how
the Dings saves bolting cloth

DINGS MAGNETIC SEPARATOR CO
642 Smith Street, Milwaukee

with
Dings 'High Intensity'
Magnetic Separators

AGRICULTURAL GYPSUM

Start to Sell it!

Write today for information detailing its
value in clover fields, in poultry houses,
barns, and in the control of insects and
potato scab.

THE GYPSUM INDUSTRIES
Dept. 94 844 Rush St., Chicago, Ill.

CONE-SHAPE GRINDERS

IT PAYS TO GRIND ALL GRAINS

Look to the Grinders. They do the
work! Bowsher's Cone-Shape
grinders are the correct principle
in Feed Mill construction. They
mean larger grinding surface
close to center of shaft; thus More
Capacity, Lighter Draft, Longer Life.

"I desire to express my appreciation
of the long-lasting, trouble-proof
B. P. Bowsher. Have used a No. 4 ten years
with less than One Dollar per year for
repairs." E. W. Watt, Jacobsburg, O.

10 sizes; 2 to 25 H. P. Write
for free catalogue.

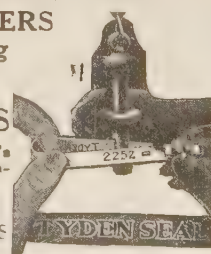
B. P. BOWSHER CO., SOUTH BEND, IND.

10,000 SHIPPERS
Are now using
TYDEN
CAR SEALS

Bearing shipper's
name and consecu-
tive numbers.

Prevent
CLAIM LOSSES
Write for samples
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Chas. J. Webb, Vice-President
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WAGON LOADS RECEIVED

A book for the use of country grain buyers in keeping a record of grain received
from farmers.

Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds,
Bushels, Pounds, Price, Dollars, Cents and Remarks.

The book is 9 1/2 x 12 inches, 200 pages, 20 lines to each page, giving room for
recording 4,000 loads, printed on Linen Ledger Paper and is well bound in strong board
covers with leather back and corners. Order Form 380. Price \$3.00

GRAIN DEALERS JOURNAL 309 So. La Salle Street
CHICAGO, ILL.

GRAIN ELEVATOR BUILDERS

The Horse Doctor (Continued)

Chapter 7.

The bootlegger estimate repair cost, nearby point.

It will cost you \$2,500 to \$3,000 to repair your old elevator, time 20 days. Cost PLUS, six per cent.

My estimate on the same work \$6000, and they would still have an old out of date plant. They voted to build. Some do fall for that bunk on machinery salesmen bootleg estimates.

YOUNGLOVE CONSTRUCTION CO.
Sioux City, Iowa

30 Years of Practical Experience

Through 25 years' experience in feed manufacturing
we are now supplying

Yearly Feed Formula Service

Covering

Special formulas for every Feed for Animals, to Produce Rapid Growth and Increased Production.

INFORMATION regarding best machinery for handling, cleaning, separating, grinding, cracking, polishing, pulverizing, measuring, mixing, weighing, and drying the ingredients used in manufactured feeds.

Feed Plant Designing — Construction
Equipping and Operating
Plant Inspections
Engineering Consultations

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★ **The Star Engineering Company** ★
Specialists in
Grain Elevator Construction
Our elevators stand every test,
Appearance, Strength, Durability
and Economy of Operation.
Estimates and information promptly furnished
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Designers and Constructors of
GRAIN ELEVATORS
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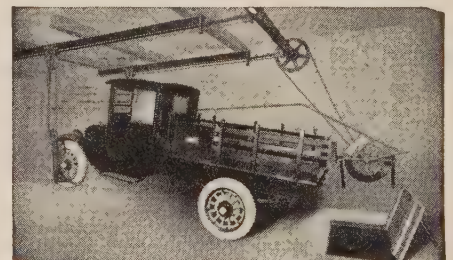
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All Materials
We Also Do Repair Work

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MILLS AND STORAGE TANKS

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Any Size or Capacity
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ENGINEERS AND BUILDERS
OF GRAIN ELEVATORS
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Builders of
GRAIN ELEVATORS and COAL POCKETS
of the BETTER CLASS
Special study given to each plant—Each
plant fills the individual needs

Cable Address "Pilenco"
Charles L. Pillsbury Co.
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Designing and Supervising Engineers
Grain Elevators—Flour Mills—Power Plants

McMillin Wagon and Truck Dump

If you are having trouble in dumping long coupled wagons or trucks on your regular type of dump or if you are counting on making any changes in your driveway or sinks, investigate this dump, as we believe it will come the nearest filling all requirements in the most practical and economical way, in cost of installing, ease of operation, and amount of power used.

One device will take the place of three or four and will handle any length or kind of vehicle regardless of their capacity.

There are no delicate or short lived parts.

There are no parts to leak or freeze.

Write for circulars and description.

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GEO. A. SAATHOFF
CONTRACTOR and
ELEVATOR BUILDER
Mayer Hotel Peoria, Illinois

BIRCHARD
CONSTRUCTION CO.
CONTRACTORS GRAIN ELEVATORS
Mills and Warehouses
Especially Designed for Economy
of Operation and Maintenance
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Designers and Builders of
GRAIN ELEVATORS and FLOUR MILLS
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**Journal
Want Ads
Bring Results**

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CONTRACTING ENGINEERS
MINNEAPOLIS, MINN.

RELIANCE Construction Co.

Designers and Constructors
of the better class of grain
elevators—concrete or wood.

Immediate Shipment from Stock

Nails

Write—Wire—Phone

Steel Mfg Warehouse
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For elevator and mill supplies we issue a net price catalog. If in the market write us for one.

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WICHITA, KANSAS

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San Francisco Chicago New York Toronto

is the mark designating the best in Grain Elevator Construction at normal prices

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MODERN MILLS and ELEVATORS

Flour Mill and Elevator Machinery
SPRINGFIELD, MO.

HORNER & WYATT

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Warehouses, Power Plants and
Industrial Buildings.**

Preliminary Sketches and Estimates Valuations and Reports.

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Stevens Engineering & Construction Co., Incorporated

Designers and Builders—GRAIN ELEVATORS—WAREHOUSES—FLOUR and FEED MILLS

GRAND-LACLEDE BUILDING

ST. LOUIS, MISSOURI

Duplicating Wagon Load Receiving Book

Hauler	Gross	Tare	Net	

This book is designed to facilitate the work of country buyers during the busy season when each farmer is hauling a number of loads at a time. The above illustration shows the left hand side of the sheet which remains in the book. The outer half has the same rulings, but is printed on the outer side of the sheet, so that when sheet is folded back on itself, and a sheet of carbon is inserted, an exact duplicate will be made of each entry. Each page has room for 33 loads and is machine perforated down the middle so outer half may be torn out and given to the farmer or sent to headquarters of line company.

The book is 12x12 inches, check bound with canvas back, contains 225 leaves ruled both sides, and nine sheets of carbon.

Order Form 66. Price \$3.00. Weight. 4 lbs.

Grain Dealers Journal

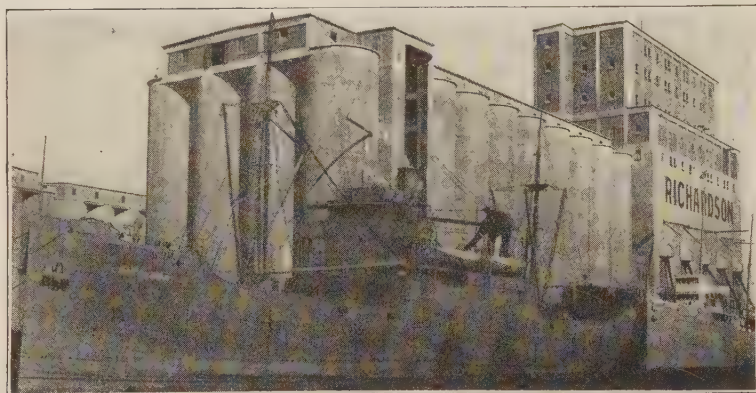
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ELEVATORS MAN LIFTS**
are Money Makers

They will reduce your handling expense and speed up your work. Easily installed. For quote to give your requirements.
SIDNEY ELEVATOR MFG.CO.
Sidney, Ohio





One of a Group of Elevators

Built by us at Port Arthur. The group includes elevators for

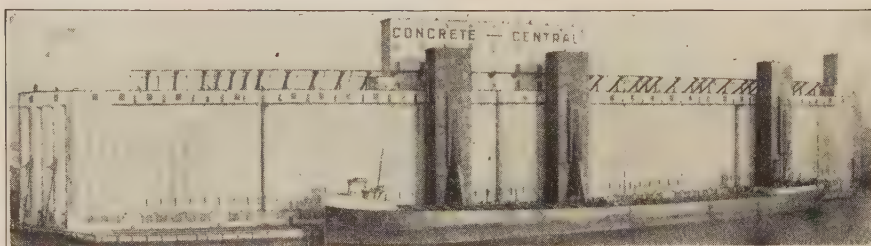
The James Richardson & Sons, Limited.
The Saskatchewan Co-operative Elevator Co., Limited.
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Designers and Builders of GRAIN ELEVATORS

Offices: Fort William Ont., Duluth, Minn. Minneapolis, Minn.

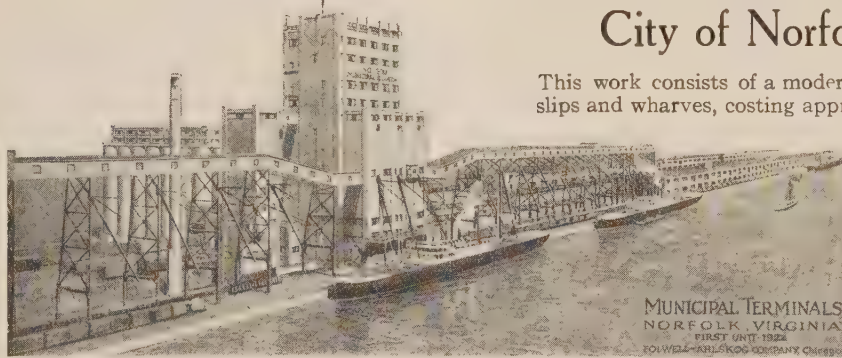
Operated by
The Eastern Grain,
Mill and Elevator
Corp ration



Concrete-Central
Elevator, Buffalo, N. Y.
Capacity
4,500,000 Bushels

Designed and Built by
Monarch Engineering Company
Buffalo, N. Y.

First Unit Municipal Terminals, City of Norfolk, Virginia, U. S. A.



This work consists of a modern concrete grain elevator, piers, warehouses, slips and wharves, costing approximately \$5,000,000. It is being constructed in accordance with the plans and specifications and under the engineering supervision of

Folwell-Ahlskog Co.

Engineers and Constructors

Chicago, Illinois, U. S. A.

The Most Modern Elevator in the World



This is an aeroplane view of the Pennsylvania Railroad Company's new Northern Central Elevator No. 3, located at Canton, Baltimore, Maryland, capacity 5,000,000 bushels. This elevator is equipped with

Four Stewart Link-Belt Grain Car Unloaders

*Every day in every way we are designing and building better and better Grain Elevators.
We have built for many of your friends—Eventually we will build for you.
Why not now?*

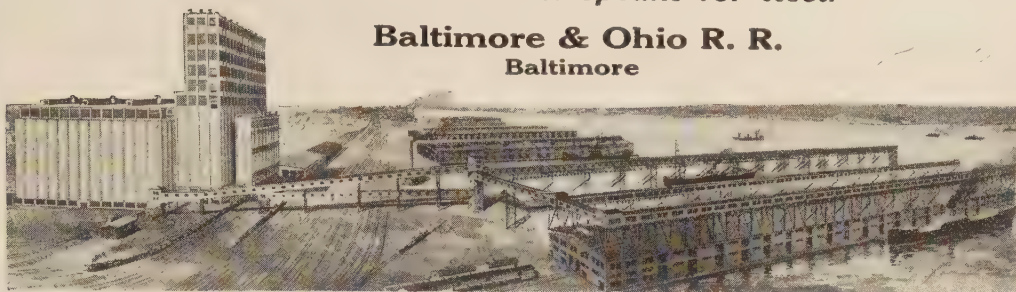
James Stewart & Co., Inc.

Designers and Builders
GRAIN ELEVATORS
In All Parts of the World

Grain Elevator Dept., W. R. Sinks, Manager
1210 Fisher Building, Chicago, Ill.

"A 1923 model that speaks for itself"

**Baltimore & Ohio R. R.
Baltimore**



John S. Metcalf Co.
Grain Elevator Engineers

108 S. La Salle Street
Chicago, Ill.

54 St. Francois Xavier
Street

Montreal, Que.

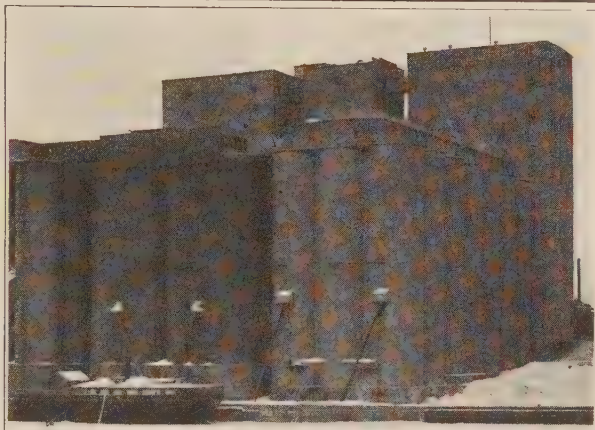
also at

Melbourne,
Australia

Buenos Aires,
Argentina

Vancouver, B. C.

London,
England



Western Terminal Elevator

Ft. William, Ont.

Completed November 1, 1923

Fegles Construction Co., Ltd.

Ft. William, Ont. Minneapolis, Minn.

Engineers and Constructors

Scale Ticket Copying Book

Contains 150 leaves of scale tickets, four to a leaf. Each leaf folds back and with the use of a sheet of carbon makes a complete and perfect copy of the original on the stub which remains. The original tickets form the outer half of page, so the removal of any ticket does not release the others.

Each ticket has spaces for the following record: No., Date, Load of, From, To, Gross lbs., Tare lbs., Net lbs., Net bu., Price per bu., Test, Man On-Off, and Weigher's Signature. Size 9½x11 inches. Printed on good paper. 5 sheets of carbon. Order Form No. 73. \$1.55; weight 2 lbs.

Grain Dealers Journal
309 So. La Salle St., Chicago, Ill.

Cover's Dust Protector

Rubber Protector, \$2.00

Sent postpaid on receipt of price, or on trial to responsible parties. Has automatic valve and fine sponge.

H. S. COVER
Box 404 South Bend, Ind.



KELLOGG RADIO

Market Prices

*Direct to Your Elevator
By Radio*

Before making that grain shipment you are interested in knowing today's market price.

Kellogg Radio Equipment brings these to you with unusual clearness—gives you a direct connection with the grain markets.

Kellogg Radio Equipment is built to give service.

If your dealer cannot show you Kellogg Radio parts, please write us.

Send today for a copy of Radio Handbook, Dept., T.

**KELLOGG SWITCHBOARD
& SUPPLY COMPANY**
1066 West Adams Street
CHICAGO

KELLOGG RADIO

KELLOGG RADIO FOR BETTER RESULTS

KELLOGG RADIO FOR BETTER RESULTS



A
cyclone
in the
true sense
of the word
has force of
air without any back draft.

The New "1905" Cyclone Dust Collector

By improved construction, three-fourths of the back draft is eliminated and better work is done on less power. Send for prices and particulars.

The Knickerbocker Co.
Jackson, Mich.

**Have You
Seed For Sale?**

**Do You Wish
To Buy Seed?**

See our "Seeds For Sale—
Wanted" Department
This Number

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE.

OHIO—Two elevators and coal business for sale at good point. Will handle 150,000 bushels per season. Address 52F28, Grain Dealers Journal, Chicago, Illinois.

CENTRAL OKLAHOMA—Two elevators for sale at good point. Will handle 150,000 bushels per season. Address 52G31, Grain Dealers Journal, Chicago, Ill.

IOWA—20,000 bushel iron clad elevator for sale; feed and coal sheds; main line I. C. R. R. For particulars address 52G33, Grain Dealers Journal, Chicago, Ill.

CENTRAL ILLINOIS—25,000 bushel elevator for sale, handling over 200,000 bus. grain annually; also coal and feed. Address 52G19, Grain Dealers Journal, Chicago, Illinois.

KANSAS—New 10,000 bu. grain elevator for sale; office, scales, warehouse and trucks. Located in wheat belt Pawnee Co. If interested write 52G16, Grain Dealers Journal, Chicago.

CENTRAL ILLINOIS—A 16,000 bushel capacity elevator for sale; electric equipment, on private ground. Price right for quick sale. Possession immediately. Can make terms. Address 51W15, Grain Dealers Journal, Chicago, Ill.

WANT ADS WORK WONDERS.

They sell elevators, find help and partners, secure machines and engines which you want, sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. READ and USE THEM.

KANSAS—Nearly new 14,000 bu. iron clad elevator for sale, located in Hodgeman County, Kansas. Closed now because of light crop in 1923, but prospect is fine for 1924 business. Am now at work so am offering this for sale. Might consider part trade. If interested write R. L. Miller, Fowler, Kansas.

WHOLE TOWN in Eastern Illinois for sale, within 100 miles of Chicago, consisting of modern elevator, coal house, brick store bldg., 2 small residences, blacksmith shop and oil station; in good grain country; station handles about 150,000 bus. annually; can be bought reasonable. Good chance for any one satisfied to live in small town in good country.

ILLINOIS elevator and lumber yard for sale, in small town near Peoria; no competition. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

ATTENTION ELEVATOR MANAGERS.

If you want a good small business in South Dakota to own and manage personally, investigate this proposition.

Grain, coal and lumber business with nearly new five room dwelling in connection. Lumber sheds and dwelling on deeded land close to elevator. Elevator is equipped with weighout scales, man-lift and cleaner. Good six bin coal sheds and nearly new outside coal scale. Good small lumber sheds and small fresh stock. All priced right and terms; no trades. Address 52E9, Grain Dealers Journal, Chicago, Ill.

TRANSFER AND STORAGE ELEVATOR and Tanks for sale, 400,000 bushels capacity.

Located at a desirable point on the Mississippi River, in fine corn and oats section where good grain merchandising business can be developed.

Equipped with necessary machinery for shelling corn, cleaning and conditioning grain.

Shipments can move on a transit basis to eastern and southern markets and to interior points in Illinois and Wisconsin.

The Main Plant is so located that grain can be loaded into boats as well as into cars.

If interested address 52A17, Grain Dealers Journal, Chicago, Illinois.

ELEVATORS FOR SALE.

NORTHERN INDIANA—Nearly new iron clad elevator for sale; 10,000 bushel capacity with feed house attached. Address Lock Box 241, LeGrange, Indiana.

ILLINOIS elevator doing a good grain and coal business for sale; excellent location. For information address 52F24, Grain Dealers Journal, Chicago, Illinois.

NORTHERN ILLINOIS—3 country grain elevators for sale with lumber yard attached. All in good repair. Address 51W2, Grain Dealers Journal, Chicago, Illinois.

NORTHERN OHIO—15,000 bushel capacity elevator for sale; electric power and grinder. Handle coal, feed, etc. Address 52F7, Grain Dealers Journal, Chicago, Ill.

INDIANA elevator for sale or rent. Located on Pennsylvania Railroad; feed grinding equipment, electric power. Small investment required. Address Box 597, Warsaw, Indiana.

NORTHEAST KANSAS—7,000 bu. elvtr. for sale; on S. F. Ry., \$6,000. May carry back a part with responsible party. Must quit grain account health. Address 52D7 Grain Dealers Journal, Chicago, Ill.

NORTHWESTERN MISSOURI—Up-to-date grain elevator, chick feed and meal plant. Steam and electric power. Good retail feed business. Located on C. B. & Q. R. R. Priced to sell. Address Wolfers Mercantile Co., Hopkins, Mo.

OHIO, Logan County, two elevators, three miles apart; one well equipped with electric power, both in good territory, established grain, coal, feed, flour and grinding business. A money making proposition. Address owners, I. C. Miller and Co., Huntsville, Ohio.

SOUTHEAST NEBRASKA—20,000 bu. elevator for sale on main line C. B. & Q. This station will ship 200,000 to 300,000 yearly; one other elevator and is good competition. Good feed and feed grinding business; also fine 5-room house; all for \$8,000. Address 52E21, Grain Dealers Journal, Chicago, Ill.

OKLAHOMA—12,000 bushel elevator, modern, new meal and graham equipment, just installed. Two warehouses, office building, eight lots; located on Frisco Railroad. Doing good paying business all year. Failure in health compels me to quit active business. Will sell at bargain or half interest to good, active grain man. Fred R. Linton, Chickasha, Oklahoma.

RECEIVER'S SALE of grain elevator and coal yard.

The undersigned, as receiver, will sell at Public Outcry to the highest bidder, on Saturday, May 26th, 1924, at 10:00 o'clock A. M., on the premises at Pendleton, Madison County, Indiana, the Reep grain elevator and coal yard. Terms and description furnished upon request.

W. H. Aiman, Receiver,
Pendleton, Ind.

FOR SALE ELEVATOR at Blountsville, Ind.

on C. & O. R. R. Doing a good business, side line of coal, fence and implements, in a first class grain territory. If interested write or see O. O. Lindsey, Selma, Ind., or Nelson Cross, Moreland, Ind., or M. M. Marshall, Losantville, Ind.

ELEVATORS FOR SALE

KANSAS—Will sell my elevator at Wilmore. Address W. R. Johnston, Coldwater, Kansas.

EASTERN NEBRASKA—25,000 bus. elevator for sale; good town, good school. For particulars write 52E1, Grain Dealers Journal, Chicago.

OHIO elevator, coal and feed business for sale or lease; fine location. Good brick road and good shipping point. Address 52E15, Grain Dealers Journal, Chicago, Ill.

NORTHERN INDIANA elevator for sale, electrically operated; new Jay-Bee Grinder installed. Good feed and coal business. For particulars write Harvey Stahly, Nappanee, Ind.

EASTERN MONTANA—Up-to-date 35,000 bu. elevator for sale, in good grain country; fully equipped. Will sell cheap if taken at once. For information and price address Exchange State Bank, Glendive, Montana.

IOWA—Modern transit elevator for sale, first-class condition, capacity 175,000. Operated for past 55 years by present owners, who now wish to retire from business. Address 51X2, Grain Dealers Journal, Chicago, Ill.

OKLAHOMA—10,000 bu. elevator for sale, also residence property; good jobbing and retail business; on St. L. & S. F. R. R. and O. U. R. R.; sales run \$3,000 per month. Address R. B. Cowan, Box 465, Mounds, Okla.

NORTHEAST KANSAS elevator for sale, capacity 14,000 bushels, feed and coal business in connection; located on St. Joseph & Grand Island Railway. Address Hamlin Co-operative Association, Hamlin, Kansas.

SOUTHWEST IOWA—Cribbed elevator for sale, in good condition. Located on main line C. B. & Q. to Chicago and points south; doing good business and priced to sell. Address 52G10, Grain Dealers Journal, Chicago, Illinois.

CENTRAL MICHIGAN—Iron clad grain elevator and brick feed mill for sale, all equipped with up-to-date machinery and doing a good live business. Will sell home residence with business. Address 52F3, Grain Dealers Journal, Chicago, Illinois.

SOME DESIRABLE grain elevators, COAL and LUMBER yards for sale. Located at various points in Illinois, Iowa and Wisconsin.

Present owners desire to discontinue that branch of business. If interested address 52A16, Grain Dealers Journal, Chicago, Ill.

IOWA—Having bought the Farmer's elevator at Whitten, Ia., my elevator at Gilbert, Ia., is for sale, together with a modern home. This is a cash deal and no trade considered. Has been a money maker the nine years I have owned it. Good school and is only seven miles from Iowa State College. Address G. D. Mabie, Gilbert, Iowa.

RECEIVER'S SALE of grain elevator.

The undersigned, as receiver, will sell at Public Outcry, to the highest bidder on Thursday, May 1st, 1924, on the premises at Maplewood, Hendricks County, Indiana, the Reep and White grain elevator.

Terms and description furnished on request.

W. H. Aiman, Receiver,
Pendleton, Ind.

ELEVATOR BROKERS.

ALWAYS HAVE GRAIN ELEVATORS for sale and would like to list a few more worth the money. Have buyers waiting.

If you are in the market write me fully as to amount you wish to invest and location you prefer.

JAMES M. MAGUIRE,
6440 Minerva Ave., Chicago, Ill.

ELEVATOR FOR SALE OR TRADE.

INDIANA—6,000 bu. elevator and a good coal business for sale; located in small town on Nickel Plate Road. Price \$3,000 or will consider trade for small farm. Address 52F19, Grain Dealers Journal, Chicago, Ill.

ELEVATOR FOR SALE OR EXCHANGE.

Complete with land and trackage. Fully equipped for grading, cleaning and storing grains of all kinds. Located at Superior, Wisconsin. A money maker; \$35,000 on easy terms, or will take a farm or property as down payment. Beeth Realty Company, Duluth, Minn.

ELEVATOR FOR LEASE.

ANY ONE wanting to lease an elevator please inquire of the Hudson Farmers Union Co-operative Business Association, Hudson, Kansas.

BUSINESS OPPORTUNITIES.

FEED, MEAL and HOMINY mill for sale. active. Manager wants to retire. Address J. F. Sake Co., Evansville, Ind.

FOR SALE—Grain, flour and feed business. price \$12,000. Address 52G6, Grain Dealers Journal, Chicago, Illinois.

FOR SALE—Retail yard dealing in building materials, coal, feed, seeds and grain, with attrition mill in connection. For particulars address Iron Ridge Lumber Co., Iron Ridge, Wis.

ILLINOIS grain and coal business for sale. Located near Chicago, Ill., on the main line of C. & N. W. R. R. Good grain country and locality for feed mill. Good reason for selling. Address 52F27, Grain Dealers Journal, Chicago.

HAY WAREHOUSE and transfer dock for sale in an active Ohio River Terminal Market, well located for local retail business and wholesale re-grading and re-handling. Storage capacity about 25 cars. Address 52G21, Grain Dealers Journal, Chicago, Ill.

MISSOURI—Old established wholesale and retail flour, grain and feed business in exceptionally good locality; 100 bbl. three story brick flour mill, Barnard & Leas system; electric power; now operating; 20,000 bus. storage capacity with ample warehouses; all in first class condition. Also 10,000 bus. modern, ironclad grain elevator, electrically equipped. Address 52G5, Grain Dealers Journal, Chicago, Ill.

FOR SALE—In whole or part, modern feed mill and grain elevator located in one of the most prosperous and rapidly growing cities of the south. Have transit facilities to the south and southeast. Well established brands and trade marks and good class of customers; in fact a prosperous and growing business with competent organization. A splendid proposition to secure a going business. Will take 50 to 75 thousand dollars to handle. Don't answer unless mean business. Good reason for selling. Write 52E11, Grain Dealers Journal, Chicago.

MILLS FOR SALE.

MILL FOR SALE located in city of 30,000 population. No competition within 30 miles. Price \$10,000. Will consider trade or take working partner. P. O. Box 235, Pt. Huron, Mich.

NORTHERN OHIO—Fifty barrel mill at Monroeville, Ohio, for sale. Fine grain section. Cost former owners \$11,000; offered at \$5,000 for quick sale. Splendid opportunity. Address W. R. Pruner, Norwalk, Ohio.

FOR SALE OR TRADE.

One 25 barrel Midget Marvel Flour Mill with grist mill in connection. Operated with 25 h.p. type Z Fairbanks-Morse Engine. Large trade territory with excellent wheat crop. For particulars write E. B. Lindsey, Abernathy, Tex.

CEREAL MILL FOR SALE.

MILLING capacity 12,000 bus. daily, elevator capacity 300,000 bus., modern equipment, fire-proof buildings, can be converted into a flour mill. A bargain for a quick sale. C. E. Beyer, 1504 Inter-Southern Bldg., Louisville, Ky.

FEED MILLS FOR SALE.

FEED MILL FOR SALE OR LEASE.

Will sell or lease feed plant. Excellent concrete building; large warehouses. Located on main line of I. C. R. R., 75 miles north of Memphis. Milling in transit arrangements for south and southeast. Address Dyersburg Milling Company, Dyersburg, Tennessee.

FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop. Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

SCALES FOR SALE.

FAIRBANKS TRUCK SCALE for sale, ten ton; never uncrated. Priced right. W. H. Douglas, Texhoma, Okla.

FOR SALE.

A good Howe Wagon Scale, 6 ton capacity, 8'x16' platform; A-1 condition. Price is right.

* The McMillen Company, 717 Davis St., Fort Wayne, Indiana.

FOR SALE—One 4 bu. Richardson and two Richardson 8 bu. automatic scales. All self compensating; fine condition. One 8 bu. Avery; one R. R. track scale. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

PAINTING AND REPAIRING.

WANTED—General repair and painting elevators. NOW is the time before the rush. If you want to be surprised state your needs and see what it will cost. Selle Repairing Co., 1003 E Ave., West, Cedar Rapids, Iowa.

OFFICE EQUIPMENT.

AMERICAN ADDING MACHINE and cash register combined, for sale; in No. 1 condition. Delivered to your address for \$105. C. R. Adamson, Raton, New Mexico.

PARTNER WANTED.

WANTED—Partner for grain and coal business; \$8,000 required. Address 52G7, Grain Dealers Journal, Chicago, Ill.

ENGINES FOR SALE.

FOR SALE—Nearly new 8 H. P. International Mogul oil or gas engine. Price \$150.00. Address F. A. Oline, Sterling, Kansas.

FOR SALE—One Stickney 16 horse power gas engine and one 20 horse power Columbus gas engine. Both in A-1 condition, \$100.00 each. Address J. W. Mead, Sanford, Kansas.

AVERY four cylinder 36 h. p. kerosene gas engine for sale, complete with skids, high tension magneto and cooling system. Practically new; priced to sell. Chrisman Grain Company, Chrisman, Illinois.

ENGINES WANTED.

WANTED—25 or 30 horsepower oil engine. Must be in good condition. Give full particulars in first letter. Stiefel & Levy, North American Bldg., Fort Wayne, Indiana.

MACHINES WANTED.

WANTED to buy good used corn cracker and grader; small size. Address Midway Elevator, Colfax, Indiana.

MACHINES FOR SALE OR TRADE

MONITOR CLEANER No. 6 for sale with 75 single screens. Machine practically new. Also Boby Polishing Machine imported from England. Apply 52G18 Grain Dealers Journal, Chicago, Ill., for further information. Also make offer if you have second hand Clipper machine in good condition. May consider exchange.

HELP WANTED.

WANTED—Experienced millwright for terminal elevator. Trans-Mississippi Grain Co., Omaha, Neb.

WANTED—Good, live man to handle grain elevator located in Wisconsin. State experience, age, and salary expected. Address 52F13, Grain Dealers Journal, Chicago, Illinois.

SITUATION WANTED.

BOOKKEEPER wants position with good grain company; 5 years exp. in grain business; good reference. Address 52G24, Grain Dealers Journal, Chicago, Ill.

WANT position as manager or assistant to manager in grain elevator; experienced, capable; references. What have you to offer? Address Box 84, Columbus, Nebraska.

POSITION WANTED by man with 23 years experience in the grain business; now employed, desire a change. What have you to offer? Address 52G30, Grain Dealers Journal, Chicago.

WANT position as manager or assistant to manager in grain elevator; experienced, capable; references. What have you to offer? Address 52E6, Grain Dealers Journal, Chicago.

WANT position as manager farmer's elvtr.; 12 years' experience; now employed. Better school reason for change. Speak English and German; married. Address 52G35, Grain Dealers Journal, Chicago, Ill.

WANTED—Position as manager of elevator, feed and coal business. About July 15th. Furnish references. Twelve years' experience. Good bookkeeper. Address 52F15, Grain Dealers Journal, Chicago, Illinois.

WANTED—Position as manager of good farmers elevator by ambitious married man; 35 years of age; 9 years experience buying grain and good accountant. Address 52G12, Grain Dealers Journal, Chicago, Ill.

POSITION wanted as manager or agent of grain elevator, Protestant locality, and no place too large; 17 years successful management in grain, lumber, hardware, machinery, coal, flour and feed. Best of references. Address 52G8, Grain Dealers Journal, Chicago, Ill.

HIGH GRADE man, thoroughly experienced in all phases of the grain business desires position with reputable company as buyer and manager. Can operate country or terminal house, solicit, buy on track, etc. Excellent references. Address 52G23, Grain Dealers Journal, Chicago, Ill.

EXPERIENCED grain man wants position with good firm as manager of small line of elevators, or large elevator business; also experienced in lumber, buying livestock, side lines, etc. Young, married; good mixer; now employed; can make change Sept. 1. Prefer Iowa. Address 52G28, Grain Dealers Journal, Chicago, Ill.

BAGS—BAGGING—BURLAP.

FOR SALE—1,200 second-hand cotton grain bags, 16 oz., 25c each f. o. b. St. Louis, large or small lots. Foell & Co., 123 Market St., St. Louis, Mo.

BURLAP BAGS OF EVERY KIND FOR SALE; new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted' Second-hand bags, best prices paid. WM. ROSS & CO., 409 N. Peoria St., Chicago.

FUNNY EXPERIENCES.

FUNNY STORIES WANTED.

Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, Grain Dealers Journal, Chicago, Ill.

MACHINES FOR SALE.

FOR SALE—One 3 pair high 9x18 Allis Feed Mill in excellent condition. Price reasonable. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Missouri.

60 BARREL FLOUR MILL machinery complete, in good condition. We want the room for other purposes. Will sell at bargain. Halde-man-Baum Co., Akron, Indiana.

50 BARRELL flour mill for sale, in good condition; also 150 barrel corn meal mill and other machinery. Address Kaucher Hodges & Co., Exchange Bldg., Memphis, Tenn.

ONE 18,000 lb. Fairbanks hopper scale in good condition also one 6 h.p. Ottawa kerosene and gasoline engine; fine mechanical condition. Used only a little. Address Leoti Mill & Elevator Company, Leoti, Kansas.

FOR SALE—At bargain prices for cash, three rebuilt Boss Air Blast Car Loaders. Guaranteed good as new. Load cars without scooping. Cannot injure the grain. Act quickly. Maroa Manufacturing Co., Maroa, Illinois.

FOR SALE—One No. 2 Cornwall Cleaner and one 400 to 600 bushel capacity warehouse shelter, neither of which has handled to exceed three cars of grain. All in first-class condition. Address W. C. Bailey & Son, Omaha Grain Exchange, Omaha, Nebraska.

ONE NO. 8 HESS Grain Drier for sale at a bargain; first-class condition, ready to erect immediately. Also No. 11 Monitor warehouse scourer equipped with shoe, rope drive, ball bearing, practically new. Address 52D10 Grain Dealers Journal, Chicago, Illinois.

ATTRITION MILLS all makes and sizes from 16-in. to 24-in. plain and ball bearing and motor driven; 1 "J-B" Grinder; 1 9x24 and 1 9x18 feed mills; dust collectors; motors all sizes; oil engines; corn shellers; corn meal bolters; Bowsher Mills; elvtvs. all sizes; iron eltvr. boots; metal spouting; conveyors. Leather belting a specialty, pulleys; hangers, shafting. Rolls ground, corrugated. A. D. Hughes Co., Wayland, Mich.

FOR SALE.

Used elevator and feed mill machinery, including one Monarch Roller Mill, two pair high, 9x18; 8 duct Hall Distributor; friction clutch and pulley; wood split pulleys; cast sprockets, bearings; idlers; meal elevators, etc., all in good condition; write for list. E. J. Miller Grain Co., Perry, Oklahoma.

REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty. Write us without delay.

W. R. Leathers, Mgr.
9 S. Clinton St. Chicago, Ill.

ATTRITION MILL

1-36" Sprout-Waldron ball bearing mill for sale, direct connected to 2-50 h. p., 3 phase, 60 cycle, 440 volt high speed motors, complete and in guaranteed condition.

Y—r!! Fone!!! Rite!!!
CONSOLIDATED PRODUCTS COMPANY, Inc.
15 Park Row New York, N. Y.

HAY WANTED.



SEEDS FOR SALE—WANTED

SUNFLOWER SEED in any quantity. A. J. Poorman & Son, Fairfield, Ill.

TIMOTHY SEED of 1923 crop, priced right. Wiliam Bell & Co., Osceola, Iowa.

SEED CORN, Minnesota grown, write for samples. Farmer Seed Co., Faribault, Minn.

CANE SEED, Kansas grown, for quick shipment. Lindsborg Field Seed Co., Lindsborg, Kans.

REID'S YELLOW DENT seed corn, 3,000 bushels for sale. Raised on alfalfa land. Johnston Land Co., Seward, Nebraska.

ALFALFA SEED—Original Hairy Peruvian. Leo Turner, Yuma, Arizona.
23 years on Yuma Valley Farms.

15,000 POUNDS COUNTRY GENTLEMAN sweet corn for sale—Germination 86%—price 9c per pound. All orders shipped promptly. J. P. Easton, Monroeville, Ohio.

CAN OFFER attractive prices on red clover, alsike, alfalfa, crimson clover, hairy vetch, Wilson soy beans. Blamberg Bros., Inc., 107 Commerce St., Baltimore, Md.

STOP! If our ad runs any longer we will have to refuse to let the mailman in. As it is we have had to put on two extra stenographers just to answer queries.—W. K.

ONE CAR of yellow corn for seed, selected and hand picked from the earliest matured corn in this locality. Can load in the ear. Henry B. McVeigh, New Sharon, Iowa.

HAVE A LIMITED amount of high germination extra selected SEED CORN, also Swedish and Canadian seed oats. Write for samples and prices. J. P. Easton, Monroeville, Ohio.

FOR SALE—Have a number cars choice Siberian Millet; any sized car from 30,000 lbs. up, either sacked or bulk; prices and samples on request. Also number cars Hog Millet. M. M. Summers, Willard, Colo.

FOR SALE in carload lots either straight or mixed. Common, Siberian, hog and early fortune millet seed. Red and black amber cane, sudan grass. Write or wire for prices and samples. Reimer-Smith Grain Company, Holyoke, Colorado.

Bargain Sale in Soiled and Shelf Worn Books.

One Railroad Claim Book containing 100 sets for loss of weight in transit and index. \$1.50 and postage. Order "Special 411-A."

Clark's Double Indexed Car Register—One copy of a quick index to records of all cars handled \$1.75 and postage. Order "Soiled 42."

Gold Bricks of Speculation, a study of speculation and its counterfeits and an exposé of the methods of bucketshop and "Get-Rich-Quick" swindles. This book contains chapters on Bucketshops; Methods; and the Bucketshopper; The E. S. Dean swindle; History of the Franklin Syndicate; Advance Information Buros and Brokers; Advisory and Discretionary Brokers; Pools, Syndicates, Combinations, etc.; Floating the Stock of Corporations; Turf Swindles, or "Playing the Races" and Book-making by Proxy; Fake Trade Journals; The "Sucker" List; The "Fake" Mercantile Agency; "Fake" Banks and Bankers and How References Are Sold; The "Convenient" Stock Exchange; General Ignorance of Exchange Methods; Commercial Exchanges; Chicago's Growth as a Grain. Provision and Seed Market; "Futures"; Speculation; Speculation vs. Gambling; Produce and Cotton Exchanges in Their Own Defense; Market Quotations, their uses and abuses; The Duties of Exchanges; Press, Banks, and of the Government. We have four of these interesting books soiled from display, written by John Hill, Jr., of the Chicago Board of Trade, which we will send on receipt of \$1.00 each and postage to carry. (Weight four pounds.) Order "Gold Bricks of Speculation, special."

GRAIN DEALERS JOURNAL,
309 So. LaSalle St., Chicago Ill.

Field and Grass Seed Trade Directory

ATCHISON, KANS.

Mangelsdorf Seed Co., The, wholesale seeds

BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale seed merchants.

BUFFALO, N. Y.

Stanford Seed Co., The, wholesale field seeds.

Whitney-Eckstein Seed Co., wholesale seeds.

CHICAGO, ILL.

Barkemeyer Grain & Seed Co., field seed dealers.
Johnson, Inc., J. Oliver, seeds, humus, etc.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

COBURG, IOWA

McGreer Bros., whlse, seed corn our specialty.

CONCORDIA, KANS.

Bowman Bros. Seed Co., field seeds.

COUNCIL BLUFFS, IOWA.

Ouren Seed Co., wholesale seeds and grain.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.
Crawfordsville Seed Co., seed merchants.

INDIANAPOLIS, IND.

Indiana Seed Co., field seeds.

KANSAS CITY, MO.

Rudy-Patrick Seed Co., field seeds.

LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain and field seeds.
Louisville Seed Co., clover and grasses.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.
Kellogg Seed Co., field and grass seeds.
North American Seed Co., wholesale grass & field seeds.
Teweles Seed Co., L., seed merchant.

MINNEAPOLIS, MINN.

Dickinson Co., The Albert, seeds.
Minneapolis Seed Co., field seeds.

NEW YORK, N. Y.

Nungesser-Dickinson Seed Co., wholesale seed merchants.

ST. LOUIS, MO.

Mangelsdorf & Bro., Ed. F., wholesale field seeds.

ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

TOLEDO, OHIO.

Crumbaugh-Kuehn Co., wholesale field seeds.
Hirsch, Henry, wholesale field seed.
Toledo Field Seed Co., The, clover, timothy.

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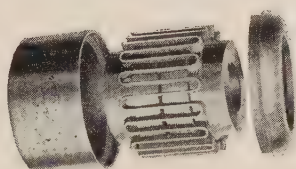
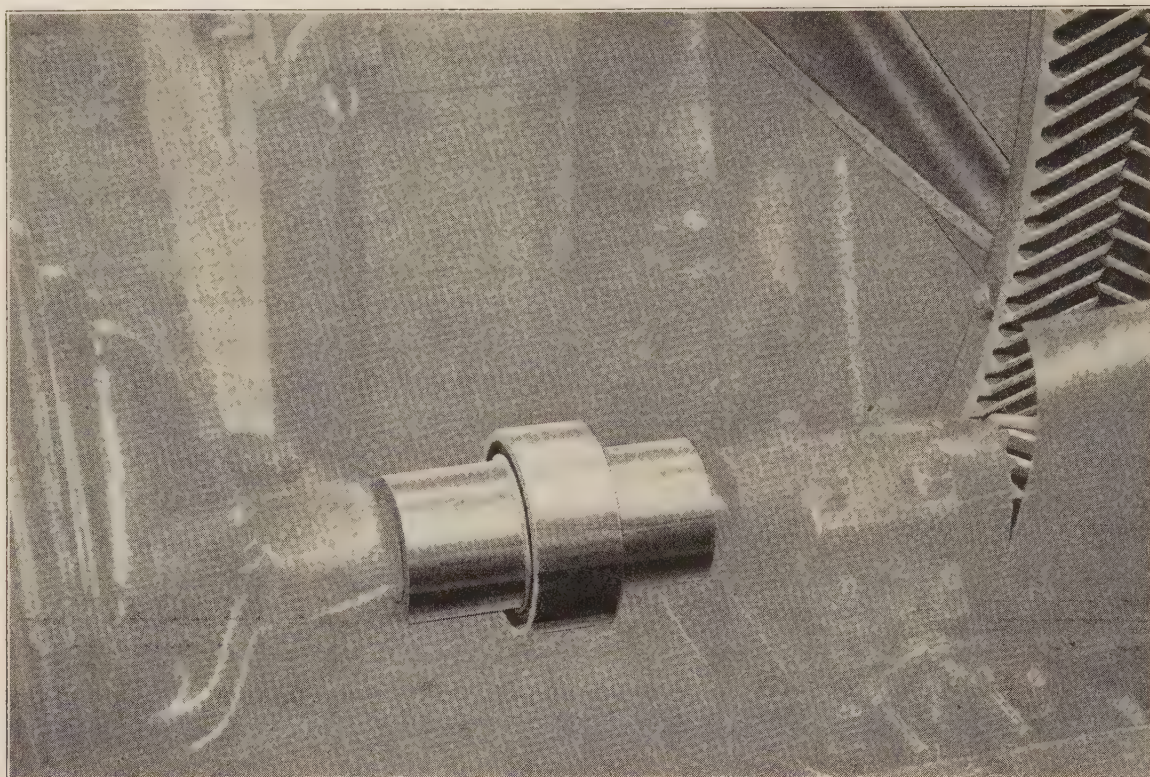
Name of Firm.....

Capacity of Elevator.....

Post Office.....

.....bus.

State.....



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309 South LaSalle Street, Chicago, Ill., U. S. A
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

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To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, APRIL 10, 1924

GRAIN well bot is half sold.

THE USE of formal contracts or confirmation blanks should help every dealer to exercise greater care and caution in contracting the sale or purchase of grain. Try it and avoid trouble.

ELEVATOR IMPROVEMENTS, repairs and new contracts in prospect indicate very clearly that the country grain dealer is taking heart again and proposes to start in the new crop well prepared to handle it efficiently, expeditiously and economically.

SPECULATION as to the acreage to be sown to spring wheat can be little else than a wild guess, still the authorities persist in their predictions without doing any one any good. Horrible how some persons delight to gamble with other people's property.

SO MANY grain elevator operators have found a first-class feed grinding outfit not only a profitable investment, but a good booster for their grain business the wonder is every elevator operator does not make a special effort to familiarize himself with the conditions making such success possible.

GRAIN ELEVATOR owners who contemplate making changes in construction or arrangement owe it to themselves and their insurance companies to consult the Mutual Fire Prevention Bureau before making any changes, as they may get suggestions regarding the contemplated improvements which will greatly reduce the cost of their fire insurance for all time.

HAVE YOU protested against any more interference of business by Congress? Do your representatives think it helps business?

THE McNARY-HAUGEN Bill is expected to come out of the com'ite almost unrecognizable. The delay in reporting it out indicates that its proponents are finding it difficult to draft a bill in an amended form that will meet the criticism directed against the original draft by the real friends of the farmer.

IF IT COSTS 20.2 cents per bushel more to market wheat through a pool in Kansas than through the regular grain elevator operators, why do the producers continue to sign pool contracts? Can it be possible that they do not believe it will cost them as much to market their wheat as it has others?

DO YOU WANT your corn shipments to get hot and grade "rejected"? Then clean the grain thoroughly and blow it well before loading unless it is so dry that you are sure it will grade No. 2. The moisture in last year's corn is so much greater than usual, spring shippers are likely to encounter more grief than for years past.

WALLACE, Secretary of Agri., has given the McNary-Haugen bill his unqualified endorsement, altho he knows that its enactment into law would not help the farmers one penny's worth. The producers might not discover the worthlessness of the relief measure until after the November election, but they would soon be led by the agitators to greener fields.

SHIPPERS who have scales should not report an estimated weight as the correct weight to the station agent. If it is necessary to give a weight in order to get a B/L, then make it clear that it is an estimated weight and have the agent so write on the B/L. Otherwise it is sure to cast a reflection on the accuracy of the actual weights when they are determined.

WIND HAS damaged so many grain elevators recently it would seem high time that those escaping so far this season owe it to themselves to reinforce the wire supports of their smokestacks and retack their iron siding. Driveway doors which are damaged so frequently by wind make every elevator operator wish for a satisfactory substitute for the old swinging door.

GRAIN growers are advised by the Ohio Experiment Station to go slow in changing to dairying, as it is likely to prove disappointing. Grain dealers will agree with the chief in dairy husbandry of the Station, who says that "for the man who knows how to handle livestock, has the equipment, is wise enough to buy only good cows, and is willing to endure the eternal grind of dairying, a permanent change to dairying may prove profitable, but we do not believe it wise for grain farmers generally to try to go into dairying." The industrious farmer who can get a good yield of grain per acre will do well to continue hauling his wagonloads of grain to the elevator. The market for grain is so broad that even when prices are depressed the grain has some value, whereas when some specialized products are overproduced the condition of the producer is hopeless.

FUNNY ABOUT the farmers of the grain surplus states being in such desperate straits, but the sales reports of all the mail order houses and of the automobile agencies show a marked increase in sales to these very farmers. Can it be that the agitators who are the authors of these doleful reports from the agricultural districts are depending entirely upon their imagination for the information?

THE ESTABLISHMENT of many new mills for the manufacture of commercial feed-stuffs for various purposes proves conclusively that the farmer is convinced of the advantage of using mixed feeds. Many country elevator men of the feeding districts are distributing a large volume of such feeds and doubtless if they are conducting their business on a cash basis they must be realizing a living profit, but if they can work up a good business in the feed products of others, they should be able to establish even a better trade in their own products.

HEDGING transactions as conducted on the speculative grain exchange were given an unexpected indorsement recently by the chairman of the western sub-section of the Canadian Bankers Ass'n testifying before the Royal Grain Inquiry Commission that the banks ordinarily advanced in one season \$150,000,000 to line elevator men, exporters and commission men on the Canadian crop, loaning the regular trade all the required funds at 90 per cent of value, because they hedge their holdings, while to the Alberta pool they will advance but 60 per cent of the value.

LAPSED FIRE INSURANCE policies give no protection as is now grievously understood by Douglas Hood of Madras, Ore., who carried \$40,000 insurance until a short time before the fire started. Lack of water for extinguishing the flames did the rest to wipe out his valuable property. When you build a grain handling plant of combustible material, it is always a wise precaution to provide not only insurance against fire, but an ample supply of water to extinguish the fire in case one occurs. Many men have invested money in valuable property without giving any thought to fire fighting facilities until the fire occurs. Then it is too late. Any town without a supply of water and fire fighting apparatus will earn a sufficient reduction in premiums to pay for equipment in short order.

SENATOR GOODING'S bill to deprive the Interstate Commerce Commission of the right to grant exceptions to the long and short haul clause, the purpose being to retain for the intermountain territory its present low rates, would prevent the railroad companies from reducing their rates to the Coast to meet water competition. Under the present rate situation the roads are hauling empty cars to the Coast, while the boats are carrying the goods from the Eastern seaboard thru the Panama Canal to California. The roads have to haul the cars to the Coast anyway and could afford to make a low rate rather than haul the cars empty. The traffic is there in immense volume, but the roads can not get it without making a low rate.

THE UNUSUAL and abnormal conditions which have been forced upon the grain trade by the Capper-Tincher law, the agitators and the pool promoters, has made it so difficult for every elevator operator to do a satisfactory business that many have withdrawn and gone into other lines in the hope of less interference. Those who have stayed seem to be convinced that better business conditions are in prospect and surely those who have gone through the trials of the last two years will conduct their business more cautiously and therefore more profitably.

SIDE LINES for country elevator men in theory are good, but many elevator men have tied up so much of their capital in long time credits for merchandise sold that the side lines have proved anything but profitable. Some dealers started in the new year with all merchandise on a cash basis. Invariably they pay the farmers cash for farm products, and if they are to realize a profit from their side lines it will be necessary for them to insist on cash upon delivery. This will enable them to discount their bills and sell what merchandise they do handle on a narrower margin and profitably.

SPECIAL PRIVILEGE, it would seem, could go no farther than the Voight amendment to the McNary-Haugen bill providing that co-operative marketing ass'ns of farmers selling or exchanging their products in foreign markets may import the corresponding value in other than farm products free of duty. In other words, the farmers of the United States are to be enabled to sell their products of which there is no surplus in the protected domestic market, but the manufacturers are to have no protection to the extent that farmers are buyers abroad. Citizens engaged in other industries would soon clamor for the same privilege.

THE FEDERAL TRADE COMMISSION lost again in the United States Supreme Court when that authority denied the right of the Commission to search the records of business firms, holding that "It is contrary to the first principles of justice to allow a search in the hope that something will turn up." The Commission must specify in its demand for documents only those that contain evidence. The merchants in all lines of trade will be glad to learn that they have the right to show these pestiferous inquisitors the door as did the Baltimore grain exporters. This meddling body serves no useful purpose and should be abolished.

THE VOLUME of future trading can not be expected to increase until the government repeals the Capper-Tincher law and permits the selling of farm products for future delivery without either supervision or interference. It is but natural that speculators should resent governmental surveillance of their private affairs and seek other lines of business where they can buy and sell as they think best without being watched. The government regulation has driven so many of the traders out of the future markets that the grain producers are deprived of a strong support to values which must eventually cost them five to ten cents a bushel on what they sell.

BORROWING MONEY on grain stored in cribs and country elevators will be facilitated in Iowa if the organization of a state warehouse board is carried out as now contemplated. Many years ago country grain dealers were served by warehouse and guaranty companies who would not only seal a crib or bin and lend money on it, but look after it to the satisfaction of the borrower and the lender. It should be an easy matter for any owner of grain which is always easily marketed to borrow at least 75% of its value without additional security, and it should not be necessary to employ the expensive machinery of a state government in order to secure the loan.

THE FARM AGITATORS, who through extravagant claims of backing and plenty of bluff have scared many Representatives in Congress into believing that they really represent producers in their persistent demands for ridiculous legislation. They make a lot of noise at Washington and use every opportunity to re-echo that noise back to the men on the farms even though they know that their success in obtaining legislation would bring no relief whatever to the grain producers. They are interested solely in what they can get out of the farmer and the more real causes he has for dissatisfaction and discontent, the easier prey will he be to their specious arguments.

THE INDICTMENT of a once prominent and prosperous stock and grain brokerage house recently on the charge of bucket-shopping trades of customers is the latest of more than a score of firms that have failed by the bucket-shop route. Operating a bucket-shop was very profitable twenty and thirty years ago before the sharpers who infest brokers' offices learned that after having gotten long or short on the books they could move the market their way by wash sales on the regular exchange to establish a quotation on which the bucket-shop would be forced to pay them a big profit. These sharpers immediately mark for slaughter any broker who seems able to give the customer the "next quotation."

GOVERNMENTAL RESTRICTION of the grain business and the supervision of future trading is driving the traders out of the grain pits to the stock market. The surveillance of any line of business by the government immediately casts a reflection upon those engaged in the business, so that a certain stigma attaches to them and their business with the result that all are handicapped and discouraged. It is high time that the government got out of business and stayed out. The impression that Congress has a monopoly of honesty and integrity is ridiculous. The modern practice of punishing those engaged in any line of business for crimes suspected may make more places for the bureaucrats, but it also does unlimited injury to all lines of commerce.

The grain exchanges have no desire to deal in grain; their only business is to provide an open public trading place where buyers and sellers are required to live up to their contracts and deal fairly with one another. A hundred governments could not hope to do more in the way of promoting the cause of fair and honest dealing than the grain exchanges have always done.

SO MANY dealers have reported the theft of grain from their bins during the past six months we feel certain that all will be delighted by the clever detective work which resulted in the arrest of an Ohio wheat thief. The white cobs with tacks and nails driven into them furnished the conclusive evidence and landed the culprit. If you have been missing grain from your bins, set the white cob trap.

"CLEAR RECORD CARS" or the claim of their being clear has helped the railroad claim agents to pigeonhole so many just claims filed by grain shippers that they are now trying out the same reasons for rejection on the coal trade. From the start the coal men have refused to recognize any merit in the clear record car claim and finally after careful investigation have condemned the claim agents plea as groundless and frivolous. The convictions of the secretary of the coal exchange which are published elsewhere in this number are shared generally by grain shippers, but sad to relate, many of them hesitate to protest so the wily claim agents continue to reject many perfectly good shortage claims.

DISSATISFIED Kansas farmers are making life somewhat miserable for the pool promoters of that state. While many wheat growers have marketed their crops through one of the several pools, none of them seem to be satisfied with the results and when we inspect the heavy cost of using such facilities for marketing wheat, it is easy to understand why members lack enthusiasm regarding the continuation of their membership. In view of recent experiences of Kansas farmers who were members of the pool it is easy to understand why the promoters take the precaution to insist upon a five-year contract before the farmers have had an opportunity to put pooling to a real test. In five years the promoters should be rich enough to be willing to retire to Alaska or some other distant point where the victims will hesitate to seek them.

"VANCOUVER" as a distinct name for a grade of export wheat is not likely of realization as desired by the citizens of that progressive port, who contemplate asking the Royal Grain Inquiry Commission to give a special name to wheat that goes out from Canada via Vancouver. From the commercial standpoint localizing the origin of commodities traded in is a bad practice. Much of the wheat now so well and favorably known in Liverpool as Manitobas is grown elsewhere than in that province. The trend of the times as exemplified by the United States grain grades is all in the direction of judging grain by the sample on its own merits. The warehousemen can not be expected to keep separate bins for grain grown in different parts of the spring wheat territory, when their intrinsic value is the same. The evil of a too localized description was apparent several years ago when some one correctly described a superior grade of alfalfa seed as "Montana." Immediately it was discovered there was not enough "Montana" seed to go around, and unscrupulous dealers sold seed from other states as "Montana" when dealers more careful of their reputation had to content themselves with the designation of "Northwestern" for a strain of alfalfa that was just as good.

Low Wheat Prices Not Due to Speculators.

The drop of 12 cents per bushel in the price of wheat for May delivery at Chicago has been erroneously ascribed to selling by speculators, when in fact the decline is due to the backing away of buyers who believe that we are going to have a large carry-over from the last crop.

During the first 8 months of the crop year beginning July 1 our exports of wheat and flour were less than one-half of what they were a year previous.

The European harvest is 240,000,000 bus. larger than in 1922, and Canada's crop is 75,000,000 bus. more than in 1922. The world's crop is 3,691,761,000 bus., against 3,348,099,000 in 1922, and available stocks are large.

It is true now as it always is that the current price of wheat reflects all the known conditions of supply and demand. Speculation does not force prices up and down. Its effect is to facilitate the readjustment of market prices to natural conditions. It would function more readily if free from governmental regulations.

Outlawing Existing Weights and Measures.

Satisfied users of present day scales and measures would be likely to mob the authors of the Britton-Ladd bill if that legislation is enacted into law. Congress has already made it legal for any one who desires to use the Metric system of weights and measures, but these two radical lawmakers who seem to be convinced of the fact that they know better what the merchants of this nation should use than the merchants do themselves, have introduced a bill compelling all to use the Metric system. Its enactment would of course junk all existing scales and measures.

It is somewhat amazing that no sooner is a man elected to Congress than he becomes obsessed with the idea that he knows far better what is good for the citizens back home than they do themselves, so these regulators of private conduct immediately undertake to tell them not only what they shall drink and smoke, but this new outfit proposes to compel them to use the Metric system of weights and measures.

The average liberty-loving American citizen has sufficient confidence in his own ability to select standards of his own to resent most vigorously this latest attempt to regulate his personal conduct. The expense of sending the old scales and measures to the scrap pile will not be borne by the Hon. Mr. Britton or Mr. Ladd. They are willing to force this loss on the citizens, although the practical business men of the land have not yet recognized the need of any change. If you are through with your old scales and your old measures and the whim of Messrs. Britton and Ladd is made the law of the land, then you can send them, charges collect, to the authors of the law. They will be glad to have them.

If all the grain dealers of the land get busy and protest most vigorously to their representatives in Congress against the compulsory change, it may be they will be permitted to use their old weights and measures for a time longer.

Ridiculous Railroad Ground Leases.

Leases of railroad right-of-way for elevator sites have come to contain so many unreasonable provisions the wonder is that any self-respecting grain dealer will sign them. The railroads have incorporated so many unfair provisions in the new ground leases that any one of several accidents might quickly throw the elevator owner into bankruptcy. Everyone knows that the relatives of persons killed by a wrecked train while they happened to be standing on ground covered by the elevator man's lease would not think of suing the elevator man, although his lease makes him assume all of the liability of the railroad company.

To start with, no grain dealers with a particle of backbone will sign such a contract. The railroad will not pull up the switch or attempt to remove the elevator off its right-of-way. It is perfectly natural that the carriers should echo every threat that comes to their ears if it gives promise of inducing the elevator owner to sign the unfair lease. When the elevator men new occupying the ground of any railroad will join hands and wage a fight against these unreasonable provisions in the new contracts, the carriers will withdraw them.

Winning the Farmer's Good Will.

Grain dealers of experience when buying an elevator generally send a letter or circular to all farmers of their territory to advise them of the change in ownership and to solicit a portion of their patronage. All this is good, but if under the same cover the grain dealers gave the farmer some market information which would be helpful, or ventured a suggestion regarding the coming crop that might enable them to handle the farmers' grain to better advantage, the departure would help to secure the good will of prospective customers.

Then, too, announcements of this character could be dressed in cordial language that would help much more to establish friendly relations with prospective customers than a bare statement of the cold facts. Specific information regarding former connections is also helpful as it convinces the recipient that the new dealer has nothing to cover.

While the elevator operator can accomplish much more by communicating with his prospective customers over the telephone, such efforts can always profitably be supplemented with printed greetings and cordial letters. The live grain buyer not only has a large wall map showing all of the different farms of his territory, but he also has a correct mailing list that gives him quick communication with all the prospective patrons of his territory. The farms are numbered for quick reference.

If all elevator operators made an earnest and persistent effort to win the good will of their prospective patrons the agitators and fakers who have been jumping about the country preying upon the grain growers with a variety of schemes would find fewer farmers succumbing to their specious arguments.

Grain dealers who have really enjoyed the confidence and good will of their farmer patrons have generally been consulted about these new schemes before any papers were signed,

and this has afforded an opportunity for uncovering the misrepresentation and false arguments of the agitator, and even though the farmers have not always been dissuaded from tying up with a bad contract his good will has always proved a valuable asset for the grain buyer, and it behooves him to make every effort to win it and keep it.

Buyer or Seller to Sue Carrier?

The Early & Daniel Co., of Cincinnati, O., shipped a car of wheat to A. B. Burden, trading as the Aulander Flour Mills, Aulander, N. C. On arrival one-fourth of the wheat had leaked out thru a hole in the bottom of the car and the grain was otherwise damaged, wherefore buyer refused to pay draft or to accept the wheat on contract.

The Early & Daniel Co. then reshipped the wheat to Durham, N. C., and sold it at a loss, which it brot suit to recover.

The Supreme Court of North Carolina on Feb. 27, 1924, affirmed a decision in favor of defendant, tho the decision might have been different had it been clearly shown the wheat was sold on terms f.o.b. Cincinnati.

The court said: Following exchange of telegrams between the parties by which the contract of sale and purchase was consummated, with nothing said as to how the wheat should be shipped, plaintiff consigned to itself at Aulander, N. C., a quantity of wheat, loose in a car, with instructions to the railroad company to notify the Aulander Flour Mills upon its arrival there, and attached the B/L for said shipment to a sight draft drawn on the defendant for the purchase price of the wheat, which draft was sent through the banks for collection.

It is the position of the plaintiff that when it delivered the wheat in good condition to the transportation company in Cincinnati, its duty ceased, and that the defendant must now look to the carrier for any loss or damage occasioned to the wheat while in transit. Ober v. Smith, 78 N. C. 313; Crook v. Cowan, 64 N. C. 743.

It is the general rule in mercantile law that the risk of loss follows the title to the property. Joyce v. Adams, 8 N. Y. 291; note 26 L. R. A. (N. S.) 10. It is also the general holding that when a seller ships goods "order notify," and draws draft for purchase price with B/L attached, the title and right of possession to the property are reserved by the seller until the draft is paid. No title passes to the purchaser, and any loss in transit, as between the buyer and the seller, must be borne by the latter. Collins v. R. R., 187 N. C. 141, 120 S. E. 824; Watts v. R. R., 183 N. C. 12, 110 S. E. 582; Peniman v. Winder, 180 N. C. 73, 103 S. E. 908; Richardson v. Woodruff, 178 N. C. 46, 100 S. E. 173; 25 Cyc. 332.

Upon sufficient evidence, the jury have found, in answer to an issue submitted to them, that the defendant was justified in refusing to accept the wheat when it reached Aulander. 35 Cyc. 202; 23 R. C. L. 1420. The plaintiff, therefore, must look to the carrier, and not to the defendant, for any loss or injury to the wheat while in transit.

The record presents no reversible or prejudicial error; hence the verdict and judgment entered below must be upheld.—121 S. E. Rep. 539.

Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

C. B. & Q. 98820 passed thru Bethany, Mo., on Mar. 4, leaking grain at end of car.—Bethany Mill & Elevator Co., Bethany, Mo.

A. T. & S. F. 25543 passed south thru Barnes, Neb., Feb. 19, leaking oats at end door.—L. M. Hicks, Root Grain Co., Kansas City, Mo.

C. C. & St. L. 46502 passed thru Richville, Mich., Feb. 2 leaking wheat at side of car. No chance to repair.—Richard Hoerlein.

C. M. & St. P. 502465 passed thru Hartley, Ia., Nov. 29, eastbound, leaking oats freely at drawbar.—Pavik Grain Co.

Value vs. Price.

Don't try to buy a thing too cheap
From those with things to sell—
Because the goods you'll have to keep,
And time will always tell,
The price you paid you'll soon forget,
The goods you get will stay;
The price you will not long regret—
The quality you may.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Docking Farmer Twice on Off-Grade Wheat.

Grain Dealers Journal: Why is a farmer docked twice on off-grade wheat?

We will say a farmer brings in a load of wheat which is 57 lbs. test. I dock him 3c from the top prices and I figure 60 lbs. to the bushel.

Now, he is docked 3c and finds that he is docked 3 lbs. per bushel, which is a total of about 5c per bushel below the top prices, if his wheat tests 57. Why not figure 57 lbs. per bushel instead of 60 lbs.—E. M. Kubicek, Crete, Neb.

Ans.: Fifty-seven has nothing to do with the weight of the load, any more than the percentage figures showing the moisture content or the protein strength. The buyer can dock the former 4 cents from the top price if his 57-lb. wheat is otherwise poor stuff. It is unlawful to figure a bushel as other than 60 lbs. of wheat; and if the dealer quotes a price per "bushel" the farmer has got to give him 60 lbs.

Unfair Right of Way Lease.

Grain Dealers Journal: We have noticed in the Journal a number of times the warning to country grain dealers against signing the stringent leases that the railroad companies have drawn up for the signature of dealers who happen to have their elevators located on railroad property.

We find that the leases which the several railroad companies from whom we lease property are all drawn up in about the same form and that the wording is such that the railroad company is not responsible for any damage which they might do to our property, and making us responsible for damage which they might do to others or the property of others if it happens to be on the ground covered by the lease and in some cases the wording of the lease is such, as we interpret it, that if their train should run thru our elevator and cause a fire which should spread to property adjacent to us, we would be held responsible.

We do not believe a contract of this kind is legal and doubt very much whether it would be sustained in court.

What we would like to know is what the railroad company would do in case we refused to sign the lease which they tender. Have they another form which they would use or do they insist on having these leases signed or request the dealer to vacate the premises.

Any information along this line will be greatly appreciated.—J. W. & Co.

Ans.: It is contrary to public policy to make agreements that encourage parties thereto to be negligent by removing the responsibility from those guilty of carelessness. If a train crew is negligent the crew and the railroad company should be held responsible at least to the public, if not to the lessee. It is wrong to make the lessee responsible to the public for damage done by train crews over which the lessee has no control, merely because a fire negligently started by engine-men is facilitated in its spread to buildings beyond the right of way by an intermediate building of the lessee

on the right of way. The proximate cause of the destruction is not the building of the lessee, but the negligence of trainmen.

No instances have come to light where an operator of a grain elevator has been forced to move his building off the right of way. The clause is of too little value to the railroad company, as it is doubtful whether the lessee could be forced to pay for damage done by the railroad company's employees.

Painting Roofing With Coal Tar?

Grain Dealers Journal: Will the Journal please give us some information about painting Carey and Ruberoid Roofing with coal tar. Will the coal tar eventually rot or eat thru the roofing?—R. E. Jones Co., Wabasha, Minn.

Ans.: The manufacturers of these roofing materials, which have an asphaltum base, state that coal tar will rot the roofing, and will not combine with the material. A paint or coating for their material is made by each of these manufacturers designed especially to repair their roofing. Coal tar will crack and check in winter. In hot weather it will melt and drip off, sometimes finding a crack thru which to drip into the bins.

Too Late for Buyer to Claim Discount.

Grain Dealers Journal: We shall be very glad to have the Journal's opinion in following matter:

"A," a country shipper in northern Kansas sold to "B," a wholesale jobber at Oklahoma City, a car No. 3 or better yellow shelled corn, subject to official inspection at Wichita, Kan., no provision for lower grades to apply, and B in turn resold the car to a retail dealer at Guthrie, Okla., known as "C," who bought the corn of B with some specifications and terms. Wichita, the inspection point, is intermediate in direct line between shipping point and destination.

"B" instructed shipper to bill the car to Guthrie, Okla., for his account, the invoice, draft with B/L, and other documents to pass in usual process first from A to B, and thence from B to C at destination Guthrie.

"A" billed the car to Guthrie according to instructions with notations on B/L "Stop Wichita, Kan., for Inspection," but the documents going by mail passed the rounds thru to destination at Guthrie several days before car arrived.

"A's" invoice to "B," and "B's" invoice to "C" both stated "Inspection to follow later." In the meantime the car arrived at Wichita and graded No. 4 yellow, 17.7 M., just slightly over maximum for No. 3 grade and shipper was notified from Wichita at once by wire. The shipper was delayed in getting quick answer back, in which he requested re-inspection and federal appeal, but since the car was billed thru to Guthrie, the switchman got hold of the car after inspection and had it moving on its way to Guthrie before an appeal could be taken and it arrived at its destination Guthrie soon thereafter.

"C" immediately took possession of the corn on arrival, accepted, and unloaded the car without complaint. He did not ask for, nor inquire about the inspection of the corn, and was well satisfied with the grade and quality when examined for unloading.

After five or six weeks or more thereafter, "B" in looking over some of past records on file discovered that the Wichita Inspection certificate of this car had not been received, so he writes to Inspection Department at Wichita for report of inspection of this car when it passed through Wichita, and then discovered that it graded No. 4 instead No. 3.

"B" then proceeded at once to bill against shipper for 1c per bu. discount, account grading No. 4, and demanded payment which "A" refused.

Question—Has "B" legal right and is he entitled to such discount under such circumstances?—The Mid-State Grain Co., E. M. Flickinger, Oklahoma City, Okla.

Ans.: In billing the car to Guthrie the country shipper acted as agent for the wholesale

jobber of Oklahoma. Therefore the wholesale jobber must bear the burden of carrier's error in moving the car on before re-sampling or re-inspection could be had. The jobber's failure to learn of the inspection in time to stop the further movement of the car can in no way be imputed to the shipper, who had filled his shipping contract when he gave the complete instructions to the railroad agent for billing out of the country point.

The car was unloaded as the result of a chain of circumstances which the buyer had set in motion, and the car was unloaded before he made his objection. This constitutes acceptance of a shipment, under the rules of law and of the Grain Dealers National Ass'n. Read the arbitration decision on "Unloading Constitutes Acceptance" on page 124 of the Journal for Jan. 24. Therefore B has no right to the discount claimed.

Liability for Libel?

Grain Dealers Journal: We sent out a circular letter warning farmers against political control of grain marketing such as the McNary-Haugen bill, and also cautioned the farmers in the following statement:

We also want to put you on your guard because a movement is now on foot by the Missouri Farmers' Ass'n to get you to sign another five-year contract, agreeing to sell them all your grain, live stock, dairy and poultry products, with a penalty of 12½% on grain and live stock, and 20% on dairy and poultry products, if you do not sell to them. They will charge you \$2.50 a year for dues, \$1.00 for signing the contract, and will expect you to lend them \$10.00 each to pay expenses of getting you to sign this document, which would make you a slave.

The sum and substance of this contract is that you agree to do everything they want, and they do not agree to do anything. This is the most ridiculous thing we have heard of, and these agents ought to be met with bull dogs when they come around.

This contract that you are going to be asked to sign is even worse than the U. S. Grain Growers' contract was, because the penalties are heavier for one thing, and you do not get any guarantee that they will save you any money, for another thing. A one-sided contract is a mighty dangerous document and should be given no consideration at all.

We have since received a threatening letter signed by Howard A. Cowden stating that we have made certain misrepresentations in our circular, and advising that they expect to turn over this matter to their attorneys unless he hears from us immediately.

Mr. Cowden quotes the following from the law:

"Any person or persons or any corporation whose officers or employees knowingly induce or attempt to induce any member of an association hereunder or organized under similar statutes of other states with similar restrictions and rights and operating in this state under due authority, to break his marketing contract with the association, or who maliciously and knowingly spreads false reports about the finances or management or activity thereof, shall be guilty of a misdemeanor and be subject to a fine of not less than one hundred (\$100) dollars and not more than one thousand (\$1,000) dollars for each such offense; and shall be liable to the association aggrieved in a civil suit in the penal sum of five hundred (\$500) dollars for each such offense."

What does the Journal think of this?—Missouri Dealer.

Ans.: In order to be actionable at law for damages a statement must be false, and it must have the obvious effect of injuring a person, corporation or ass'n in his business. Such damages must be proved in dollars and cents. To this there will be added punitive damages if the statement was malicious.

It is difficult to prove damages and the persons claiming to be injured never seem able to collect anything thru the courts.

As to the law quoted it is of no value to the plaintiff, for the reason that the first part making it a misdemeanor is unconstitutional, and the second part about civil damages is unnecessary, as the plaintiff already has a right to civil damages under the common statutory law. The clause making it a crime to induce anyone to break his marketing contract with an ass'n has never been passed upon by the courts.

The most harmful statement is that the agents should be met with bulldogs when they come around; but the plaintiff would have to prove that some of its agents were met with bulldogs urged on by persons who had been persuaded to do so by reading the circular. It is safe to say no farmer will buy a bulldog just so he can attack a pool solicitor who might happen to call.

Denver Exchange Gaining in Receipts.

At the March meeting of the directors of the Denver Grain Exchange Ass'n the following officers were elected: L. H. Connell, pres.; R. P. Quest, 1st vice-pres.; N. A. Anderson, 2d vice-pres.; C. B. Rader, sec'y, and J. W. Cook, treas. Mr. Connell, who was elected pres., is the youngest man to head the Denver Grain Exchange and is probably the youngest president of any grain exchange.

Mr. Connell was born April 23, 1894. He was educated in Denver and after leaving college entered the employ of the Colorado Milling & Elevator Co., having been continuously in its employ since September, 1912. His early connections with this company was with the Crescent Flour Mills at Denver, and due to his unceasing and tireless efforts with that company he was promoted to a position with the Rocky Mountain Grain Co. as assistant manager. Mr. Connell is probably one of the best informed men in this western country with respect to the merchandising of grain, as the Rocky Mountain Grain Co. covers a large scope with its activities which have been broadened from time to time by the ability of Mr. Connell to open up new fields and to develop business thru his personal magnetism and fair dealings with not only his buyers but also with the country shippers. His wide acquaintance and sincere friendship was very clearly expressed two years ago when he was elected a director of the Exchange and his attendance and interest in matters pertaining to the market have led those who know him to believe that his term as president of the Denver Grain Exchange will be marked with progression and achievements.

At the annual meeting of stockholders of the Exchange Sec'y Rader's report showed that 11,268 cars passed thru the Exchange during the fiscal year ending the last day of February. This is an increase of practically 1300 cars over last year. This is very gratifying

and shows that Denver is fast becoming a recognized grain market.

One of the contributing factors to the increase in business of the Exchange this year was the fact that Colorado produced 37,250,000 bus. of corn which is an increase of practically 19,000,000 bus. over the preceding year, showing that with proper moisture conditions and cultivation an enormous corn crop can be produced in the areas that are fit for corn raising in the state. It is a surprising fact to know that in 1910 the state of Colorado produced only 6,800,000 bus. of corn, and its lowest production was in 1911 which was 5,222,000 bus. Since that time the production of corn has been steadily increasing and the success that the producers had last year will encourage them to plant a large acreage this year, and taking into consideration the moisture we have had, it is felt that 1924 will also be one of the best corn years we have had.

Denver had an increase of 11.41 per cent in handling of wheat, and 17.50 per cent in the handling of oats; barley has also showed an increase. Another crop which has shown a very good production this year is pinto beans, and it is estimated that somewhere near 2000 cars were produced.

Handling Charges on Grain.

It cost the United Grain Growers approximately \$900,000 annually to handle special binned wheat at 1½ cents per bushel, J. R. Murray, assistant general manager of the United Grain Growers, told the Royal Inquiry Commission at a recent session in Winnipeg. He declared if the charge was increased that a much larger percentage of the grain would not go through elevators, but would be loaded over platforms. He declared that if his company could get 2½ cents per bushel for special binned wheat and continue to get the volume now handled, "We could reduce the spread between the street and track prices." Mr. Murray says the excess cost in handling special binned wheat will have to come from street wheat.

Program Western Grain Dealers Annual Convention.

The tentative program of the Western Grain Dealers Ass'n annual convention to be held at Cedar Rapids, Ia., April 17-18 follows:

Thursday, 11:00 A. M.

General Reception—Hotel Montrose.

Thursday, 1:30 P. M.

Annual Address—President Ray Murrell, Jr., Cedar Rapids, Iowa.

Secretary-Treasurer's Report—Geo. A. Wells, Des Moines, Iowa.

National Legislation—Chas. Quinn, Sec'y Grain Dealers National Assn.

Railroad Legislation—Chas. D. Morris, Assistant Chairman Western Railways Committee on Public Relations.

Fundamental Bases of Railroad Claims—Owen L. Coon, Chicago, Ill.

Thursday, 8:00 P. M.—Smoker.

Marketing—L. F. Gates, Chicago.

The Corn Belt Derby (a motion picture film)—Robert H. Black, Minneapolis.

Entertainment provided by Cedar Rapids Grain Trade and Chamber of Commerce.

Friday, 9:00 A. M.

Value of Grain Cleaning in the Corn Belt—Robert H. Black, Grain Cleaning Investigation United States Department of Agriculture.

Standard Weight Supervision; What Is It; Its Cost—J. A. Schmitz, Chief Weighmaster Chicago Board of Trade.

Cost of Operating a Country Elevator—Clifford C. Belz, Conrad, Iowa.

General Discussion.

Reinspection at terminal markets.

Discrimination in freight rates.

Car distribution.

Farm Bureau selling agencies.

Publicity of grain trade methods.

Repeal of nuisance taxes.

Grain buying margins.

Elevator construction—Insurance cost.

Railroad elevator site leases.

Landlord's lien and mortgaged grain.

Uniform rules as to contents car load purchases.

The use of the radio.

Lubrication and cleaning of electric motors.

Lightning rods—Fire protection.

Day light saving law at Chicago.

Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Apr. 17, 18. Western Grain Dealers Ass'n at Cedar Rapids, Ia.

May 9, 10. Illinois Grain Dealers Ass'n at Springfield, Ill.

May 14, 15, 16. Kansas Grain Dealers Ass'n at Kansas City.

May 20, 21. Grain Dealers Ass'n of Oklahoma at Oklahoma City, Okla.

May 23, 24. Texas Grain Dealers Ass'n at New Braunfels, Tex.

June 5, 6. American Feed Manufacturers Ass'n, at Chicago.

June 9-14. American Ass'n of Cereal Chemists, Minneapolis, Minn.

June 16, 17. Wholesale Grass Seed Dealers Ass'n at Chicago.

June 18, 20. American Seed Trade Ass'n at Chicago.

July 1, 2, 3. National Hay Ass'n at Cedar Point, O.

Sept. 22-23-24. Grain Dealers National Ass'n at Cincinnati, O.

THE SOUTHWESTERN MILLERS LEAGUE will hold its annual convention at Kansas City this year on Apr. 23.

Texas Grain Dealers Ass'n Will Have Fun.

The Executive Com'te of the Texas Grain Dealers Ass'n has decided that the Ass'n's annual meeting shall be held at New Braunfels, Tex., May 23-24.

New Braunfels is considered one of the beauty spots of the Southwest. There are ample summer hotel accommodations and athletic sports, bathing, fishing, and boating abound. A pavilion is convenient for those who like to dance, and they say the music is excellent.

The com'te has decided to limit business to three sessions of two hours each, leaving the rest of the time for fun and frolic. To that end a program of athletic events has been arranged, and plenty of opportunities will be furnished the members to enjoy themselves among the New Braunfels attractions.

The San Antonio Dealers, for New Braunfels is but a short distance from San Antonio, have arranged to give the visiting grain dealers a ride about the city in "rubber-neck wagons," on Sunday afternoon following and will furnish a supper to all visiting members and their families in the evening.

A baseball game between city and country dealers will provide real excitement. Sec'y Dorsey has challenged the whole organization to a game of marbles and several members have accepted. John Clement, of Waco, has made a similar challenge for a foot-race which will add a new feature to the games. Even mumble-peg is included. And there is bound to be boat races, and swimming and diving contests.

Pres. F. E. Watkins, of the Grain Dealers Nat'l Ass'n is going to umpire the ball game. Ben Clement is bringing his 9-year old son, Burke, along to beat the Sec'y at a game of marbles.

Ben, in a letter to the Sec'y Dorsey, says, "I am contemplating having the greatest time at this convention that I have ever had. Of course it will be somewhat different from conventions held in the cities, but it is this very difference that will multiply the pleasure and intensify the joy of the occasion."



L. H. Connell, Denver, Colo., Pres. Elect. Grain Exchange.

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

Economic Fallacies.

Grain Dealers Journal: The United States Agricultural Export Corporation under the provisions of the McNary-Haugen bill will be capitalized with Government funds and may be mechanically equipped to engage in both foreign and domestic distribution and in manufacturing. The farmers will positively assume the losses that are contemplated in selling the surplus production to other Countries below the ratio fixed price and will also assume the expense of operating the Corporation. All such loss and expense will be deducted from the face value of the "scrip" when the dividend on the "scrip" is disbursed by the Corporation to the farmers.

The vital questions for the farmers to consider are (1) Can the Corporation under such a Law successfully establish the proposed ratio price and (2) what will be the cost or expense to the farmer? The Government does not guarantee the price. The loss in selling and the expense of operation are positive factors and must be paid by the farmer.

The ratio price basis contemplated under the Bill, if successfully established, will certainly stimulate an increased production and likewise increase the exportable surplus to be handled by the Corporation. The price loss would be correspondingly increased thereby. The net dividend to the farmer on the "scrip" would be correspondingly reduced.

The "scrip" issued under this Law would amount to hundreds of millions of dollars. It is a pertinent question as to what affect the issuance and circulation of this "scrip" may be on our currency system and circulating medium. The value of the "scrip" will be an unknown quantity and the time of the dividend redemption by the Corporation is uncertain. Some farmers will need the money and speculators will buy their "scrip" at a discount. When the losses and expense of operating the Corporation are deducted from the face value of the "scrip," the balance due the farmer will certainly be a disappointment to him. There will be an opportunity for the activity of a large number of speculation in "scrip."

The exporter, who is a fundamental factor, in the present system of commercial distribution will be seriously handicapped and the efficiency of the Grain Exchange system will be largely impaired, if not totally destroyed. The speculator, a large and important factor in the grain trade, will be discouraged. The farmer will then have the burden of the speculative risk of ownership on his own shoulders.

Whatever the increase in the price may be as it would be established by this Law, the farmer will assume an uncertain portion of such increase himself in the discount of the "scrip" to cover the export loss and expense and the consumer will be forced to assume the balance of the increased price. Labor will make demands for higher wages and that will increase the price of other manufactured products that the farmer buys. The net gain to the farmer out of the whole proposition will be small, even if successful.

The McNary-Haugen bill, if enacted into law, will open the way for the establishment of socialism in business subsidized by the United States Government. The individual initiative, energy and courage which now exists in such a large degree among the individual members of the present competitive system of the Grain Trade will be discouraged and sacrificed.—Very truly, Geo. A. Wells, Secretary, Des Moines, Iowa.

The Noisy Coyotes.

Grain Dealers Journal: The Wheat Pooling scheme the Farm Bureau Federation of Indiana has been working on, with the Sapiro contract, is not making much noise and so far as we hear direct from the country the farmers are not signing up, so it looks like another water haul for marketing promoters. Some of the Farm Bureau official promoters have been in Washington for weeks trying to secure the enactment of the McNary-Haugen Bill, and others in the field are exerting all the political influence they can to get the law enacted before Congress adjourns, all of which is a confession that the Sapiro-Lowden, et al., voluntary pooling schemes are failures, hence the desire for a law compelling it.

The agitators are also working for Senator Curtis's bill S. 2844 and H. R. 8108 which are designed to appropriate ten million dollars for use as a revolving fund with which to pay promoters for services, expenses, etc., in their effort to stimulate and develop co-operative marketing associations and companies. Such schemes not possessing merit enough to attract the farmers as good business propositions and the promoters being hungry, must have some more dependable source of income than the present organization schemes, hence this measure by Senator Curtis. It names a group of men to form an association with ex-Governor Frank O. Lowden at its head and authority is given for the payment of the taxpayers' money to these and other co-operative marketing promoters.

This again demonstrates the fallacy of present farmer movements, which have so far been conducted as private enterprises beneficial alone to the promoters, tho camouflaged under the theory that they are for the benefit of their victims, the farmers. The promoters have been over zealous in the interest of the dear farmer, and especially the wheat farmer, but such enthusiasm don't pay railroad fare, meal tickets and other expenses of rounding them up.

The United States, with a population of one hundred and ten million people with an agricultural population producing wheat in quantity less in value than 8% of its total production, and less than 10% of the people thus engaged, all must stand and be milked for the benefit of the very small but persistent group.

We believe there is an overestimate of the number or percent of producers interested in this general movement, for so far as investigation in this state discloses, the identity of the active ones, there are not over 5% of Indiana farmers, real farmers, interested. I do not include agitators or political boosters, who have always expressed themselves in favor of these fake movements, yet the small percent wield a wonderful influence at Washington, for they have the faculty of making much noise down there. Doubtless you have been on the western prairies at night when the festive coyote was abroad in the land, lonesome for want of good companionship, set up a howl, and so warbled his notes of discontent as to make you think there were hundreds of them, when in fact only one lonesome warbler constituted the whole orchestra.

The application can be made to this movement not only in Washington City but other localities and some Congressmen like the tenderfoot on the plains, think there are thousands in the orchestra. The few whose wail seems pitiful, would be soul stirring if true.

Some of us are growing old, but expect yet to see sanity enthroned again in this country, and the reestablishment of Lincoln's doctrine about fooling the people. When this group of self-constituted conservatives and trustees of the farmers' interests have retired from the field of discontent and political carriage, then the real farmers will come into their own and with one acclaim will say to these trouble makers agitators and all round vamps "get behind me Satan!" and upon the realization of this condition, peace, plenty and prosperity will reign

and the farmers will see their possessions bloom like the rose, but in possession and ownership of real farmers, who appreciate the potency of the plow and the impotency of platform orator and self-appointed advisor.—"Splinters."

Twin Shipments Again.

Grain Dealers Journal: We wrote you in your last number about two cars of corn from a point in Iowa which showed the same date of shipment, sold, unloaded, etc., which was very unusual.

Strange to relate we have had the same thing happen this week on two other cars P. Co., 88644 and P. 565234 shipped by the Harlan Grain Co., from Kentland, Ind. Both of these cars were shipped on the same date, the shipper made the same draft on each, and they arrived, inspected, sold and were ordered on the same dates, both cars graded 6 yellow were sold to the same buyer at the same price and were ordered to the same elevator on the same day, and were also unloaded on the same day, both of them weighing exactly the same or 1564 bu. and 16 lbs.—Yours truly, Lamson Bros. & Co., Chicago, Ill.

The Two-cent Stamp Tax on Futures.

The stamp tax of 2 cents for each \$100 valuation or fractional part thereof, on grain and other farm produce transactions on exchanges, was cut by one-half by the house of representatives. The house action was taken after representatives of grain exchanges had urged entire repeal of the tax. After restoring the tax, the senate cut it again by one-half.

In the Wake of "Orderly Marketing."

BY SUNFLOWER.

During the recent convention of the Farmers Cooperative Grain Dealers Ass'n of Kansas, M. A. Cummings, of Fowler, made some remarks about the unfavorable experience of one Charles Wortman, of Dodge City, with the wheat pool of 1922.

The newspapers printed the substance of Mr. Cummings' talk, and a day or two later the Wichita office of the Kansas Cooperative Wheat Marketing Ass'n issued a statement through B. E. Corporon, its general manager, branding Mr. Cummings' statements as false. The Associated Press report of Mr. Corcoran's statement reads as follows:

"This association desires to call attention to the wheat growers of Kansas to the fact that no man by the name of Charles Wortman ever was a member of this association; that not a single bushel of wheat was delivered to our pool at Dodge City last year, and, furthermore, that in a long distance telephone conversation today, Mr. Wortman flatly denied ever having made an affidavit such as was claimed by the grain dealers association to have been made by him."

The Farmers Cooperative Grain Dealers Ass'n was thus put in the position of having made a bad move. Some of its officers consulted Mr. Wortman, and the latter did then make an affidavit effectually confirming practically all that Mr. Cummings had said. This affidavit appears herewith.

It is to be noted that Mr. Corporon's statement only denies the allegation that Mr. Wortman was ever a member of the Kansas Cooperative Marketing Ass'n, which at no time the elevator people or Mr. Cummings claimed. Mr. Wortman's experience was in 1922, before the Marketing Ass'n was organized, but his experience was with a wheat pool and that was the fact which was intended to be shown. His affidavit seems to support conclusively that his wheat brought about \$1,060, and that he himself received about \$760. That, of course, is the point of greatest importance.

Advantages of Grain Hedging.

[H. A. Rumsey's address on Hedging, from Chicago Board of Trade Radio Station WDAP.]

Well, friends, we're glad you're all sitting down this evening, because we want to talk with you about one of the chief functions of a great, open and competitive grain market.

I am referring to the hedging of grain through the facilities of a market for futures such as exists on the Chicago Board of Trade.

The word hedging is h-e-d-g-i-n-g and means in the grain world "transferring a risk."

A prominent eastern lady was giving an elaborate lawn party at her country estate. The party was in honor of visiting European nobility and every effort had been made to assure its success regardless of expense.

There was just one chance of failure. If it should rain or a sudden squall come up off the sea the fine appointments of the big outdoor social event would be ruined. And so would the ambitious lady so far as immediate finances were concerned. But such unhappy forebodings did not for a moment halt preparations. There was a way in which this lady could proceed with complete safety, and she was far-sighted enough to find that way. She simply took out an insurance policy. She paid the premium and was insured against rain or wind. Under the terms of the policy, had her party been ruined and a financial loss occurred either through rain or high winds, the loss would have been paid by the insurance company which had assumed the risk, and whose business it was to assume risks.

Now the course followed by this cautious lady was in effect simply a matter of "hedging," or gaining protection against possible losses that might arise from unforeseen causes. Every insurance policy is in a sense a hedge. When a ship goes to sea its owner reckons the natural risks and protects himself with marine insurance. And so it is with every other line of business. Protection is necessary.

In no channel of commerce is protection more important than in the marketing of grain. Commercial price insurance, or what is commonly known as hedging, is essential to the free economical operation of the machinery through which the grain passes from the farm to the consumer. The owner of grain, whether he is a farmer, a country elevator man, miller, exporter, manufacturer or merchant, must assume the risk of ownership and the dangers of such a risk, which include changing world conditions and subsequent fluctuating prices. But it is possible for him to shift the risk. The manner in which he shifts this risk and gains commercial price insurance in the futures or hedging market, is one of the most important phases of present day commerce.

Hedging is highly beneficial, not only to grain dealers, but to all grain producers and grain consumers. As the grain business is practically conducted, there is necessarily a considerable lapse in time between grain production and grain consumption. This is not merely because of the time consumed in transportation, but because grain must be harvested during definite months, while consumption is distributed over the entire year.

All grain is owned by some one from the time of its production to its consumption. Whether this ownership is placed with one person or many, it must continue in most cases over the period of many months. And during this time the owners would be subject to the speculative risks following ownership, unless some means had been devised whereby these speculative risks might be placed with others willing to assume them.

The futures market of the Chicago Board of Trade is the means which has been devised to shift the speculative risks connected with grain ownership. This system of trading equally shifts the speculative risk incident to the making of contracts to deliver grain or grain products which are not owned at the time of the execution of such contracts.

A country elevator purchases grain from a farmer in October with the expectation of shipping and selling the grain during some later month. At the same time, or very soon afterward, the elevator owner SELLS an equal amount of the same grain for future delivery on the Chicago Board of Trade. This sale is made at a price sufficient to cover the cost of the grain, carrying and freight charges, and a fair profit. By this process the elevator owner becomes immune from losses due to a declining market. If the market declines, the grain in his elevator becomes less valuable, but his loss is offset by the gain which he realizes on his Chicago contract. Under such circumstances he is said to be "hedged."

The exporter may use the identical process to shift the speculator's risk when he has contracted to sell grain abroad in advance of his actual purchase of the grain. The exporter merely BUYS an equal amount of the same grain for future delivery on the Chicago market, at a price which will later enable him to deliver the wheat abroad at a fair profit. He thereupon becomes hedged, and he in turn is immune from losses due to a rising market.

Note the difference in the two cases illustrated. The elevator owner resorted to the process of hedging to avoid the speculative risk incident to the ownership of grain. The exporter resorted to the same process to avoid the speculative risk incident to his contract of SALE. But in both cases the risks themselves were not entirely eliminated but simply shifted to the future market, just as the owner of a vessel shifts the risk to the marine insurance company. The risk itself cannot be eliminated. Someone must take it. Ownership of grain and the speculative risk of a declining market are one and inseparable. But the holder of grain can avoid being a careless, headstrong speculator and become a conservative business man through the medium of the futures market.

Does the futures market, with its hedging facilities, mean much to the farmer? It most assuredly does. Some of the larger growers of grain hedge their holdings themselves. It is not an uncommon practice in the spring wheat region, particularly in part of the northwest where there are many large farms, for the farmer to use the futures market when the crop has passed the stage at which it can be seriously damaged. The grower then may hedge his wheat, or part of it, by selling the September or December future, provided he is satisfied with prevailing prices. Then as the wheat is delivered at his railroad station, he sells it and at the same time wires his broker to buy an equal amount in the futures market, thus taking off his hedge as rapidly as he hauls his wheat to the nearest elevator.

While the great mass of grain growers do not hedge their crops in this manner, the country elevator man who buys his crops does frequently place the hedges as rapidly as he makes the purchases from the farmers. Here is the importance of the futures market to the average farmer: It has been clearly demonstrated by scientific investigation and by thorough government surveys that without the futures market with its hedging facilities the farmer would receive less for his grain. The reason is obvious. If the dealers who were buying the farmer's grain could not obtain hedging protection against possible losses they would be COMPELLED to pay the farmer a lower price; they would know that from time to time changing conditions would cause price fluctuations and they would sustain financial losses. Naturally it would be up to the farmer to help pay these losses. The only safe course for the buyer of the farmer's grain, then, would be to pay a lower price and use the extra margin to offset the inevitable losses that occasionally would result, or in other words carry his own insurance.

Hedging operations also play an important part in connection with banking. Elevator owners and dealers owning grain in store, usually borrow from the banks the greater proportion of the purchase price of such grain. From a banking standpoint the amount of credit which will be extended depends entirely upon whether the grain is hedged. No conservative banker will make an unsecured loan to a small grain dealer who does not hedge his holdings. The reason is that any considerable price decline might bring bankruptcy to the owner. And bankers make loans to business men, not to speculators. The present margin of profit on the purchase and sale of grain approximates only one per cent of the purchase price. Therefore, it is obvious that only a slight market decline is required to turn this profit into a loss. Bankers, having in mind the welfare of their customers, as well as their own security, practically require grain dealers to hedge their holdings.

Benefits of the futures market, with its hedging facilities, have long been well established so far as the farmer, elevator man, manufacturer, exporter and all others connected with the production and distribution of grain are concerned.

But it should not be forgotten that hedging is likewise a tremendous benefit to the public generally. It narrows the dealer's margin of profit, thus increasing the price paid to the farmer and reducing the price to the consumer. As stated before, without eliminating the risk through hedging, dealers would necessarily increase their margin of profit to offset the additional risk assumed. For instance, the dealer's margin of profit on hay or seed, which cannot be hedged, is approximately three to five times as great as on wheat or corn. Again, the margin of profit on grain in the United States, where hedging is constantly practiced, is substantially lower than in foreign countries where hedging is not practiced. The striking fact which shows the extreme economic value of the futures market with its hedging facilities is this: The margin of profit on grain in the United States is lower than upon any other stable commodity. The margin between producer and consumer is smaller than in any other stable food product.

It is for this reason that the Chicago Board of Trade with its futures market has been characterized by leading economists of America and foreign countries as the most economic food distributing agency in the history of the world.

May you always be hedged.

Easing of Wheat Grades Desired by Pacific Growers.

The trade in the Pacific Northwest gets together annually and agrees on a schedule of discounts to apply on the lower grades of wheat. To beat this game the wheat growers want the U. S. Department of Agriculture to lower the standard for No. 1 so that more of the second rate grain will fall into the top class. Their ideas were voiced at 6 meetings held under the auspices of Director Spence of Oregon and Director French of Washington and attended by H. J. Besley of the U. S. Department of Agriculture, Washington, from Mar. 17 to Mar. 22, at Portland, Pendleton, Walla Walla, Pullman, Spokane and Seattle.

The demand is that the test weight on No. 1 be reduced from 60 to 58 lbs.; that more white wheat be permitted in red grades than the rules now allow; that No. 1 hard red be permitted to contain 5% instead of 2% of white wheat; and No. 2 red be permitted to have 10 per cent instead of 5%, as at present.

No change can be made in the federal grades without announcement by the Sec'y of Agriculture 90 days in advance.

Death of John E. Botterell.

The death of John E. Botterell, ex-pres. of Winnipeg Grain Exchange, and a partner in the firm of Baird & Botterell, on the night of Mar. 27, gave Winnipeg traders a shock when the news became current. His death was unexpected. All thru Wednesday he had been in apparent good health and active on the floor.

Mr. Botterell became a member of the Winnipeg Grain Exchange in 1910 as a partner of Hugh N. Baird under the firm name of Baird & Botterell. He has been a member of the Council of the Exchange for a number of years, holding the offices of vice-pres. and pres., being elected to the latter in 1919. He was an outstanding figure in the trade, an enthusiastic worker, and possessed of a personality that endeared him to all with whom he came in contact.

Trading on the floor was stopped for short period Friday and Pres. James A. Richardson made a short address expressing the general regret. A silent vote of sympathy was extended to Mrs. Botterell. Death was caused by pneumonia.



John E. Botterell, Winnipeg, Man., Deceased.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

COLORADO.

Chicago, Ill., Apr. 2.—Colorado conditions give promise of an excellent crop. Irrigation reservoirs are well filled because of the heavy snows in the mountains. Wheat and rye outlook is very good.—S. H. Johnson, vice-pres., C. R. I. & P. R. R.

ILLINOIS.

Springfield, Ill., Apr. 2.—Some plowing has been done in the extreme southern part of the state; otherwise practically no field work has been begun. Vegetation has scarcely started.—C. J. Root, meteorologist.

Chicago, Ill., Apr. 1.—The condition of winter wheat is 83.9 against the official report of 75.2 a year ago. The present condition is 4 points lower than that reported last December. Using the government basis as a standard, this condition indicates a crop possibility of about 550,-

000,000 bu. against a forecast of 572,000,000 bu. a year ago. It may be said that seldom has a condition report at this date indicated as little in real knowledge as is the case this year. There has been no growing weather north of the Ohio river and a large acreage is still frost bound or under snow. Tennessee and Kentucky show heavy winter killing and parts of Ohio, Indiana and Illinois are apprehensive of similar conditions, but there can be no determination till growing weather comes. The far west and southwest show good prospects, largely offsetting the lower condition in the Ohio valley, though as a result of long-continued drouth the California crop is negligible. From Ohio to Colorado the moisture supply is ample to excessive. Oats seeding is seriously delayed, with practically no seeding done. Spring plowing is very backward and a bad seed corn situation justifies apprehension as to the start of the corn crop.—Snow-Bartlett-Frazier Crop Report.

INDIANA.

Indianapolis, Ind., Apr. 3.—The unfavorable weather conditions have prevented nearly all outdoor farm work and preparation for spring planting is far behind the usual. Only a few fields of oats have been put in and these in the extreme southern part of the state where but few are grown. Seed corn testing is still going on and in some sections rather poor results are being obtained. No fields have yet been prepared for the 1924 crop. Winter wheat and rye

are quite spotted, with the poorest condition in the southwestern part of the state and the best in the northeastern part. Considerable snow and rainfall have benefited these crops.—Geo. C. Bryant, agricultural statistician.

IOWA.

Chicago, Ill., Apr. 2.—Soil is moist and in good condition in Iowa, with farm operations well underway in the central and western portions. There will be increased acreages in corn, oats, and soy beans.—S. H. Johnson, vice-pres., C. R. I. & P. R. R.

KANSAS.

Marietta, Kan., Apr. 3.—Wheat acreage about 2% below normal. Ample moisture but fields badly infested with Hessian fly.—Marietta Stock & Grain Co.

Lebanon, Kan., Apr. 3.—There is an excellent amount of moisture in the ground as the snow melted slowly and sunk into the subsoil. Wheat never looked better.—Lebanon Mill & Elevator Co.

Chicago, Ill., Apr. 2.—March was abnormally wet in Kansas and delayed the farm operations. Corn acreage will be slightly lower than last year. Oat acreage will be light on account of wet weather preventing seeding. Wheat and rye are in excellent condition.—S. H. Johnson, vice-pres., C. R. I. & P. R. R.

MINNESOTA.

Rochester, Minn., Mar. 27.—Weather conditions at present are very favorable to an early spring.—M. E. Leonard Co.

Hanley Falls, Minn., Mar. 20.—At this writing we are having a snow storm and it is the most snow we have had at any one time this winter.—Hanley Falls Farmers Elevator Co.

Appleton, Minn., Mar. 28.—Farmers are send-

Government Crop Report.

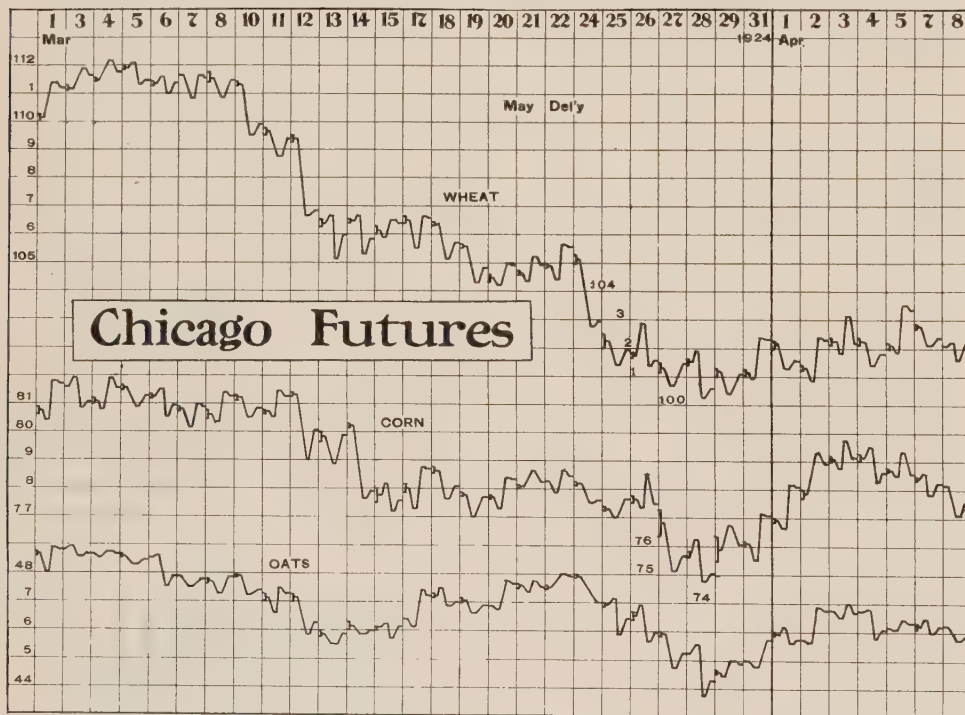
Washington, D. C., Apr. 9.—The crop reporting board of the Bureau of Agricultural Economics, of the Department of Agriculture, makes the following estimates on the wheat and rye crops of 1924:

Winter Wheat: Average condition of the plant is placed at 83% on Apr. 1, a loss of 5% since last December, compared with 75.2 on Apr. 1, 1923. The 10-year average is 82.5%. The 1924 crop is estimated at 549,415,000 bus., compared with 572,340,000 bus. in 1923, and 486,878,000 bus. in 1922.

Rye: Condition is placed at 83.5% for Apr. 1, a loss of 6.4% since last December, compared with 81.8% at Apr. 1, 1923, and 87.9% for the 10-year average. The 1924 crop is estimated at 59,135,000 bus., compared with 63,023,000 bus. last year, and 103,362,000 bus. in 1922.

Comparisons for winter wheat and rye states follow, condition figures representing per cent or normal:

	WINTER WHEAT.					- RYE.				
	Condition	Condition	Condition	Condition	Condition	Condition	Condition	Condition	Condition	Condition
	Apr. 1.	10-yr. Dec. 1.	10-yr. Dec. 1.	1924. 1923. avge.	1923. 1922. avge.	Apr. 1.	10-yr. Dec. 1.	10-yr. Dec. 1.	1924. 1923. avge.	1923. 1922. avge.
	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.
Mass.	93	..	..	93	94	94	92	..	..	..
Conn. ....	..	..	..	89	95	93	91	..	..	..
N. Y.	82	90	89	92	85	91	90	92	..	..
N. J.	85	89	87	90	89	92	89	92	..	..
Pa.	83	84	88	92	86	89	90	94	..	..
Del.	85	85	86	89	88	80	87	92	..	..
Md.	82	83	86	88	84	86	87	91	..	..
Va.	78	86	90	86	82	87	90	87	..	..
W. Va.	73	81	88	88	79	83	89	88	..	..
N. C.	81	88	90	91	83	89	90	92	..	..
S. C.	73	83	86	87	78	84	87	87	..	..
Ga.	58	86	86	86	68	87	88	90	..	..
Ohio	73	77	83	90	80	85	88	92	..	..
Ind.	74	78	82	88	84	83	88	91	..	..
Ill.	73	82	83	88	87	89	90	94	..	..
Mich.	86	83	84	91	89	85	88	91	..	..
Wis.	90	88	88	90	92	81	90	90	..	..
Minn.	80	77	86	89	80	82	88	86	..	..
Iowa	89	87	86	90	92	91	91	95	..	..
Mo.	77	84	84	85	84	88	88	89	..	..
N. D. ....	..	..	..	77	80	84	88	..	..	..
S. D.	81	74	86	92	83	75	89	92	..	..
Nebr.	91	64	80	91	93	74	88	95	..	..
Kans.	87	64	77	84	90	65	82	88	..	..
Ky.	57	85	86	87	60	88	89	88	..	..
Tenn.	63	85	85	85	70	85	86	85	..	..
Ala.	70	82	85	90	70	83	85	87	..	..
Miss.	76	77	86	88	..	..	..	..	..	..
Texas	91	77	76	93	93	75	78	100	..	..
Okl.	87	80	81	85	89	78	83	88	..	..
Ark.	79	83	87	86	87	85	89	93	..	..
Mont.	88	71	85	90	83	72	89	84	..	..
Wyo.	91	75	89	93	93	76	92	94	..	..
Colo.	94	65	84	93	95	64	86	94	..	..
N. Mex.	97	50	79	100	95	..	..	..	..	..
Ariz.	90	94	93	95	..	..	..	..	..	..
Utah	93	85	94	93	91	90	95	87	..	..
Nev.	97	92	94	98	..	..	..	..	..	..
Idaho	91	91	94	94	95	95	95	100	..	..
Wash.	85	84	88	94	88	88	93	95	..	..
Ore.	101	91	94	97	95	95	96	100	..	..
Calif.	60	75	91	82	..	..	..	..	..	..
U. S. tot.	83.0	75.2	82.5	88.0	83.5	81.8	87.9	89.9	..	..



Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for May delivery at the following markets for the past two weeks have been as follows:

	MAY WHEAT.											
	Mar. 25.	Mar. 26.	Mar. 27.	Mar. 28.	Mar. 29.	Mar. 30.	Apr. 1.	Apr. 2.	Apr. 3.	Apr. 4.	Apr. 5.	Apr. 6.
Chicago	102	101½	101½	100½	101	102½	101½	102½	102½	101½	103½	102½
Kansas City	95	95	94½	94½	94½	95½	95½	96	95½	96½	96	95½
St. Louis	102½	101½	101½	101	101½	102½	102	102½	102½	102	103½	102½
Minneapolis	110	110	110½	109½	110½	111½	111	111½	111½	110½	111½	110½
Duluth (durum)	104½	104½	104	104½	104½	105½	105½	106½	106½	107½	107½	106½
Winnipeg	97½	97½	98½	97½	97½	98½	97½	97½	98½	99½	98½	98½
Milwaukee	102	101½	101½	100½	101½	102½	101½	102½	101½	103½	102½	101½
	MAY CORN.											
	Mar. 25.	Mar. 26.	Mar. 27.	Mar. 28.	Mar. 29.	Mar. 30.	Apr. 1.	Apr. 2.	Apr. 3.	Apr. 4.	Apr. 5.	Apr. 6.
Chicago	77½	77½	75½	75½	76	77½	78½	79	79½	78½	78½	77½
Kansas City	73½	73½	72	71	72	72½	73½	74½	74½	73½	73½	76½
St. Louis	78½	78½	76½	76	77	78½	78½	80	80½	79½	79½	77½
Milwaukee	77½	77½	75½	75½	76½	77	77½	79	79½	78½	78½	76½
	MAY OATS.											
	Mar. 25.	Mar. 26.	Mar. 27.	Mar. 28.	Mar. 29.	Mar. 30.	Apr. 1.	Apr. 2.	Apr. 3.	Apr. 4.	Apr. 5.	Apr. 6.
Chicago	46½	46	45½	44½	44½	45½	45½	46½	46½	46½	46½	45½
Kansas City	45½	45½	44½	44	44½	44½	44½	45½	45½	45½	45½	45
Minneapolis	42½	42½	41½	40½	41½	41½	41½	42½	42½	42½	42½	42½
Winnipeg	36½	36½	37½	36½	36½	37½	37½	38½	38½	38½	37½	37½
Milwaukee	46½	45½	45½	44½	44½	45½	46	46½	46½	46½	46½	45½
	MAY RYE.											
	Mar. 25.	Mar. 26.	Mar. 27.	Mar. 28.	Mar. 29.	Mar. 30.	Apr. 1.	Apr. 2.	Apr. 3.	Apr. 4.	Apr. 5.	Apr. 6.
Chicago	65½	65½	66	65½	65½	66½	66½	66½	65½	66½	66	65½
Minneapolis	58½	58½	58½	59	59½	59½	59½	59½	58½	58½	58½	58½
Duluth	62½	63½	63½	63½	64½	63½	63½	63½	63½	63½	63½	63½
Winnipeg	64½	65½	65½	65	65½	65½	65½	65½	65½	65½	65½	64½
Minneapolis	67	67½	66	66	65½	66	66½	67½	67	66½	66½	66½
Winnipeg	60½	60½	60½	60½	60½	60½	60½	61½	61½	61½	60½	61

ing wheat, as the weather conditions are favorable. The wheat acreage will be reduced but flax will be increased.—Atlas Elevator Co.

MISSISSIPPI.

Crockett, Miss.—John Craig has been making a canvass of the farmers in this community and finds them inclined towards corn, velvet beans, sorghum hay and soybeans to replace a large proportion of the usual cotton crop this season.

MONTANA.

Sandcoulee, Mont., Mar. 31.—Winter wheat is apparently in very good condition here.—W. L. Epperson.

NEBRASKA.

Chicago, Ill., Apr. 2.—General outlook is for "bumper" crops in Nebraska. Soil is moist and in good condition. Estimated rye acreage is 145,000 acres; winter wheat, 3,140,000 acres. Spring wheat acreage will be reduced about 30% and corn, barley, and oat acreages will be increased. Pasture conditions are favorable.—S. H. Johnson, vice-pres., C. R. I. & P. R. R.

TEXAS.

Chicago, Ill., Apr. 2.—General Texas conditions are favorable tho several freezes are making it necessary to replant a large proportion of the crops. Much work has already been done in preparing the soil. Estimated acreage of winter wheat is 750,000 acres, in splendid condition. It is reported that from 250,000 to 300,000 acres will be planted to spring wheat.—S. H. Johnson, vice-pres., C. R. I. & P. R. R.

THE NORWEGIANS are dissatisfied with the government wheat monopoly, the cost of which is ultimately borne by the people. It has not caused the Norwegian farmers to raise more of the grain, and the millers declare it to be a superfluous link between producer and consumer. It has been made a political argument by radicals and communists and is likely soon to be destroyed.

UKRAINE'S LAST crop produced 16,000,000 qrs. of marketable grain. The entire surplus has not yet been disposed of. Affluent farmers have held back a portion of their surplus and will start to sell those holdings this spring. Grain collections are expected to be large due to the excellent condition of the winter crops. Export prospects for rye are considered much brighter than those for wheat.

Wheat Movement in March.

Receipts and shipments of wheat at the various markets during March, compared with March, 1923, were as follows:

	Receipts		Shipments	
	1924	1923	1924	1923
Baltimore	1,380,621	1,373,560	1,194,989	2,028,121
Chicago	1,610,000	1,627,600	993,000	1,341,000
Duluth	1,398,322	2,495,333	694,817	242,429
Ft. Worth, Tex., cars	267	341	227	188
Indianapolis	226,000	202,000	208,000	68,000
Kansas City	2,616,300	3,484,350	2,578,500	2,899,800
Milwaukee	149,800	222,400	222,075	274,550
Minneapolis	7,481,790	10,449,950	3,482,460	3,899,960
New York	5,611,000	4,589,000	4,589,000	4,589,000
Peoria	72,000	92,400	62,400	101,700
Philadelphia	2,427,857	4,326,187	2,562,483	4,231,275
San Francisco, cwt.	229,456	47,849	.....	3,047
St. Joseph	656,000	656,600	109,200	259,000
St. Louis	1,655,991	2,312,821	1,650,540	2,035,090
Superior	576,395	1,608,874	485,865	317,068
Toledo	463,400	302,400	904,315	607,940
Winnipeg	11,806	.....	15,619,338	.....

Barley Movement in March.

Receipts and shipments of barley at the various markets during March, compared with March, 1923, were as follows:

	Receipts		Shipments	
	1924	1923	1924	1923
Baltimore	23,354	4,554	23,333	20,495
Chicago	819,000	987,000	386,000	348,000
Duluth	16,284	88,127	6,593	1,808
Ft. Worth, Tex., cars	45	5	21	3
Kansas City	72,000	15,000	175,500	27,300
Milwaukee	683,200	780,520	233,700	259,460
Minneapolis	1,158,630	1,314,350	1,083,750	172,000
New York	219,300	.....	235,000	.....
Peoria	105,000	25,800	42,000	25,200
Philadelphia	31,336	1,661	.....	.....
San Francisco, cwt.	382,571	403,846	.....	278,716
St. Joseph	.....	17,500	.....	.....
St. Louis	84,800	46,400	49,000	45,310
Superior	14,451	79,766	1,594	10,975
Toledo	1,200	3,600	.....	.....
Winnipeg	627	.....	904,134	.....

Farmers Refuse to Sign Pool Contract.

From reports received from practically all points in the state, the organizers for the Kansas branch of the National Marketing Ass'n are meeting with little success in having the actual wheat growers sign their iron-clad contracts, that will hold them in bondage for a period of five years. They claim to have signatures to contracts for over one million bushels of wheat at this time, but we believe this statement is exaggerated. Even, if true, they are a long, long way from their goal of forty-four million bushels.—E. J. Smiley, Secy, Topeka, Kan.

Meeting of Hay Dealers at Lima.

An enthusiastic meeting of dealers was held at Lima, O., March 26. The new Federal grades of hay were fully discussed. A more fully planned propaganda for broadcasting bulletins to the hay growers was decided on. A monthly bulletin for some months to come will be distributed to the farmers in Ohio urging efforts for IMPROVEMENT of the Hay Crop, setting forth the best known plans and ideas for care of meadows making and marketing hay. It was determined to have the Columbus, O., market radio broadcasting station broadcast lectures on hay improvement three evenings a week.

Reports were received of three meetings with Hay Growers in March at Wren, Jonestown and Middlebury, O., where lectures were delivered on "Better Hay." These meetings were well attended, there being over three hundred farmers present who were deeply interested in betterments of hay and hay prices.—H. G. Pollock.

KANSAS CITY, Mo.—A local broadcasting station recently broadcast an invitation to its followers to purchase "seats" in the "invisible theater" to help defray the costs of broadcasting. Inside of 10 days \$10,000 was received, contributions coming from virtually every state, Canada and Mexico, besides 80,000 requests for further information. The average amount sent in was \$5. This station, the first to start the plan of having the fans bear part of the expense, expects to raise \$100,000, to be held in trust to pay for its programmes.

Oats Movement in March.

Receipts and shipments of oats at the various markets during March, compared with March, 1923, were as follows:

	Receipts		Shipments	
	1924	1923	1924	1923
Baltimore	130,011	127,585	.....	22,289
Chicago	5,704,000	6,370,000	4,485,000	6,167,000
Duluth	271,533	34,559	5,840	39,486
Ft. Worth, Tex., cars	59	71	61	27
Indianapolis	810,000	1,060,000	918,000	1,042,000
Kansas City	695,300	936,700	514,500	664,500
Milwaukee	1,150,600	2,172,000	1,730,150	1,812,575
Minneapolis	1,832,190	1,891,060	2,079,160	2,801,550
New York	728,000	.....	349,000	.....
Peoria	1,058,800	1,401,600	1,022,400	1,479,000
Philadelphia	142,653	299,490	39,893	.....
San Francisco, cwt.	10,571	24,168	.....	100
St. Joseph	166,000	154,000	104,000	122,600
St. Louis	2,670,000	3,285,670	2,475,840	2,613,625
Superior	85,265	38,751	142,085	38,883
Toledo	356,700	251,100	142,085	221,295
Winnipeg	3,793	.....	7,828,752	.....

Corn Movement in March.

Receipts and shipments of corn at the various markets during March, compared with March, 1923, were as follows:

	Receipts		Shipments	
	1924	1923	1924	1923
Baltimore	910,959	1,756,556	758,614	1,919,911
Chicago	9,257,000	11,406,000	4,353,000	5,118,000
Duluth	2,637,099	65,213	.....	.....
Ft. Worth, Tex., cars	181	164	63	51
Indianapolis	1,211,000	1,711,000	1,105,000	1,101,000
Kansas City	2,086,250	1,431,250	1,292,500	865,000
Milwaukee	2,478,480	1,793,740	1,243,641	1,687,914
Minneapolis	2,112,630	820,440	1,321,130	410,170
New York	948,000	.....	189,000	.....
Peoria	1,074,750	1,601,750	665,600	1,451,900
Philadelphia	878,877	910,905	514,503	561,711
San Francisco, cwt.	27,367	40,680	.....	.....
St. Joseph	1,083,000	651,000	984,000	742,500
St. Louis	2,863,443	2,844,618	2,188,460	2,186,240
Superior	1,972,326	21,826	.....	.....
Toledo	463,750	356,250	277,900	127,720

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Vananda, Mont.—There will be about 26,000 bushels of wheat shipped from this station for the year ending June 30, 1924.

Baker, Mont.—About 350,000 bushels of grain will be shipped from this station a little later in the month.—Equity Co-Op. Ass'n.

Lebanon, Kan., Apr. 3.—Business is a little slow as we are shipping in corn instead of shipping it out as is usually the case.—Lebanon Mill & Elevator Co.

Dike, Ia., Apr. 2.—No movement of grain here because farmers are unable to haul over the roads in their present condition. There is likely to be little movement until after the spring work is done.—Agent, Gifford Grain Co.

Chicago, Ill.—About 41%, or 111,541,000 bushels, of Nebraska's corn crop of last year, is still on the farms. Approximately 90% of the crop was merchantable and it is estimated that 34% of it has or will be shipped out of the state. Consumption of oats in Nebraska has been larger than usual and the "carry over" will be small. The reserve is estimated at 33-230,000 bushels, or 41% of the 1923 crop. About 20% has or will be shipped out of the state.—S. H. Johnson, vice-pres., C. R. I. & P. R. R.

San Francisco, Cal., Apr. 1.—The interruption to trade caused by the rigid embargoes placed by the State and Government authorities to stamp out the foot and mouth disease and protect the State from its spread, has caused the local market to stand almost still, and except for the distribution from point to point within the State where shipping has been permitted and also the import of hay from the surrounding States, there would have been no business at all to transact. Large holdings of stored hay are being held within quarantined counties and the business generally is in a somewhat demoralized condition. Shipment out of the port, either for export or intercoastal service has been temporarily discontinued. This has, of course, stopped the shipping that was going on to the Atlantic cities and Gulf ports, mainly of alfalfa hay. It may be some time before this is resumed, but in all probability by the time the new crop is available all restrictions will have been removed and the business can be continued on a normal.—A. W. Scott Co.

THE KELLOGG Co., of Battle Creek, Mich., has acquired the Ontario properties of the Battle Creek Corn Flakes Co., of Canada, and the Canada Corn Products Co., of Toronto, for \$1,000,000.

LEBANON, KAN.—Grain dealers are looking forward to their meeting at Kansas City, May 14-16, as it comes home to the Kansas farmers and shortgrassers. No chance for the grain dealers to be investigated as they don't know what money is.—Lebanon Mill & Elevator Co.

Rye Movement in March.

Receipts and shipments of rye at the various markets during March, compared with March, 1923, were as follows:

	Receipts		Shipments	
	1924	1923	1924	1923
Baltimore	310,003	1,835,808	107,143	50,179
Chicago	287,000	382,000	32,000	313,000
Duluth	574,139	1,949,592	.....	1,572
Ft. Worth, Tex., cars	.....	.....	1	.....
Indianapolis	9,000	22,000	7,400	25,000
Kansas City	18,700	8,800	16,500	8,600
Milwaukee	144,330	251,870	34,125	272,400
Minneapolis	449,810	841,800	306,330	172,000
New York	427,500	.....	492,000	.....
Peoria	1,200	1,800	1,200	12,000
Philadelphia	93,819	78,675	.....	64,786
San Francisco, cwt.	643	1,365	.....	278,716
St. Joseph	.....	3,000	.....	19,500
St. Louis	35,100	23,100	42,270	16,310
Superior	262,488	1,110,339	.....	.....
Toledo	18,000	19,200	385,260	8,875
Winnipeg	157	.....	204,885	.....

"Clear Record" Car Means Nothing.

BY C. A. BRUCE, SEC'Y TWIN CITY COAL EXCHANGE.

The collection of claims against railroads has been a thorn in the flesh of all shippers from time immemorial. The roads have so hedged themselves about with technicalities and bluffs of every description that the average business man has been practically helpless to do other than to accept what was offered and thank goodness that he got out of the controversy without owing the road in place of collecting something.

The collection of coal claims began really in a business-like way with the verdict of the United States Supreme Court in the McCaull-Dinsmore case. Just prior to this attempt to collect, losses could be based only on the mine price, and the fact that these prices were low, and the further fact that clear record cars, scale and moisture tolerance were freely used as a means to eliminate valid claims, served to make collections an unprofitable business.

The loss of two tons, in those days, at \$1.50 mines, with a deduction of 2 per cent for tolerance, meant only the collection of \$1.50, and most of these were eliminated by the handy slogan of the "clear record car."

Up to within a few years of the time of the McCaull-Dinsmore case the roads had been paying claims, such as they recognized at all, on the common law rule basis, that is, the value at destination. One of the brainy claim agents or attorneys had a bright idea one day that the roads could considerably reduce their legal liability by paying only the value at origin. He realized that he could not change the law so he worked out a scheme whereby the matter was to be included in the tariff. This was a mere statement that the road "hereby limits its liability for loss on shipments to value at origin."

The shipping public stood for this limitation

until the McCaull-Dinsmore Co., realizing that the amounts covered did not in any sense cover their full losses, instituted the now famous case which was carried to the United States Supreme Court, and it sustained the lower court in a verdict for plaintiff.

The McCaull-Dinsmore case did not decide that a merchant could recover retail value for a bushel of wheat lost in transit, nor that recovery could be made for a bushel on the basis in car lots at destination. It decided just one thing, and that was that the provision put in the tariff, limiting liability to value at origin, was invalid. The lower court said: "There was no authority as to the time or place of estimating value; under the rule of common law it was the destination." This was affirmed by the United States Supreme Court.

At the present time roads and claimants are in practical accord as to the fact that the value at destination is the proper basis of liability. They come to a parting of the way when the question of just what this value consists of, or how it is determined. Apart from this difference in opinion are the matters of scale and moisture tolerance and clear record cars. These are first used by the roads in attempts to knock out the claim before it comes to the point of determining destination value.

The clear record car. No road that I have ever heard of has ever made the "clear record" a matter of defense in a suit on a claim. There have been a few instances where the matter has been introduced in the evidence, and attempts have been made to prove a case, but it can't be done. Now don't misunderstand me. It is the easiest thing in the world to prove that a car came thru with a clear record, that is, that there was no report of it having been in trouble. As a matter of fact, most cars come thru just that way, even tho losses have

been sustained on them. But proving a so-called "clear record" does not prove there was no loss.

You put in a claim on a clear record car and the road says: "Here you can't have a shortage on that car. It's got a clear record." You get back and say it can have a loss, in fact has a shortage proved by the scales of the railroads themselves.

The fact is that a car that shows a shortage sustained and proved by railroad weights, hasn't a clear record. It may have traveled a long distance and come in without any railroad employe discovering anything wrong with it (principally because it wasn't inspected from the time it left origin until it arrived at destination), but when the scale at destination shows that the car was short 2,000 pounds, that car hasn't a clear record. In fact, the first real inspection and record, the reweighing, discloses at once that "clear record" means just a little less than nothing at all.

THIEF RIVER FALLS, MINN.—Plans to form zone selling agencies in Minneapolis, Kansas City and on the Pacific coast, have been disclosed by Wm. J. Brown, pres. of the American Wheat Growers Ass'n. It has been approved by the officials of state ass'ns and is expected to produce greater efficiency and economy, and the pool promoters will get the money.

WASHINGTON, D. C.—Julius H. Barnes, head of the United States Chamber of Commerce, has laid a comprehensive program for farm relief, that would be supported by American business men, before Pres. Coolidge. It is based on an early settlement of the tax situation and bonus issue, and urges the Pres. not to permit adoption of "The objectionable proposal of government buying and selling of commodities for price influence."

Cost \$375. to Sell Thru Pool.

BY A. B. KARL.

It is a fundamental principle of uncommon common-sense that the best way to learn how a watch works is to take it apart. And always the man who takes a watch apart knows more about it than one who has never made the attempt.

The same rule holds good with wheat pooling. Farmers who have pooled know more about it than farmers who have not pooled.

The settlement sheet of the 1922 pool of the Kansas Wheat Growers Ass'n, issued to C. W. Cooper, of Grainfield, Kan., reproduced herewith shows, that Mr. Cooper delivered a total of 1,857 bus. to the pool, about two-thirds of this being No. 2 wheat and one-third No. 3. For this wheat, Mr. Cooper received a total of \$1,512.28. The amount was paid in three installments, of \$1,111.06, \$262.80 and \$138.42, respectively, and the price per bushel averages 81.4c.

According to R. E. Lawrence, secretary of the Farmers Cooperative Grain Dealers Ass'n of Kansas, the neighbors of Mr. Cooper who sold their wheat through the Farmers Cooperative Business Ass'n of Grainfield received an average of \$1.016 per bushel. In other words, the average price paid by the Business Ass'n, which is the name of the company operating the farmers elevator at Grainfield, was \$1.016 per bushel for all grades of wheat; while Mr. Cooper received an average of but 81.4c for wheat which was two-thirds No. 2 and one-third No. 3.

The difference between \$1.016 and 81.4c is 20.2c. That is the amount per bushel which it cost Mr. Cooper to market his crop thru the pool. When figured on his total crop of 1,857 bushels it amounts to \$375.11.

It is interesting to note that the difference between the \$1,512.28 which Mr. Cooper received and the "total credits" of \$1,879.75 shown on the settlement sheet is \$367.47.

THE KANSAS WHEAT GROWERS ASSOCIATION

819 FIRST NATIONAL BANK BUILDING, CHICAGO, ILL. PHONE 441-2725

EXECUTIVE BOARD: C. W. COOPER, J. H. RIGGEL, J. E. HANSEN, W. A. MILLER, C. H. ROCKABASTER

SETTLEMENT SHEET 1922 POOL

STATION Grainfield

KANSAS—THE WHEAT FIELD OF THE WORLD WICHITA, KANSAS.

Name C. W. COOPER Address Grainfield

Pounds	Grades	Bushels	Protein	K. C. Basis Price	Amount
73520	3	1227.00	12	100	1227.00
37800	3	630.00	12	98	617.40
111420		1857.00			
Storage Due You					34.58
Insurance Due You as per Insurance Policy Surrendered					77
Total Credits					1879.75
DEDUCTIONS					
Freight @ 20.5 per cwt. basis K. C.				228.41	
Handling Charges @ 4 per bu.				74.28	
Advance Payment				1111.06	
Second Payment				262.80	
Storage Paid You				34.58	
Insurance Paid You				77	
1c per bushel Reserve				18.57	
Note and interest				10.56	
Total Deductions				1741.33	
Check No. 3958 Enclosed For				138.42	

PAID JUL 12 1923

Settlement Sheet Issued by the Kansas Wheat Pool.

New Working House at Roby, Ind.

The new working house of the American Maize Products Co., at Roby, Ind., a suburb of Chicago, Ill., is the best example of the utmost that can be done in the present state of knowledge of elevator design to do away with the hitherto ever-present hazard of dust explosion. Altho this company never has experienced such a heavy loss of life and property as suffered by similar industries at Pekin, Ill., a few months ago and at Cedar Rapids, Ia., a few years ago, the management determined that nothing should be left undone to prevent fire and explosion. Collaborating with Jas. Stewart & Co., Raymond E. Daly, vice pres. and general manager, gave careful thought and study to the design to safeguard in every possible way any chance of explosion or fire in the new plant and to obviate wherever possible every means of creating dust and to provide adequate means to prevent the dust from spreading from one part of the plant to the other.

The new corn elevator is nothing like the old house which it replaces. The former elevator was constructed with brick exterior bearing walls, wood interior columns and timber and joist floor construction, while the new house is of reinforced concrete and absolutely fire-proof. There is no connection between the scale room and any other part of the working house except by going thru a fire door to a stairway located on the outside of the building. Over 50 per cent of the outside wall area is window openings, so that any explosive force can expend itself without much damage.

The casing for each elevator leg is carried directly up thru the roof the full size of the casing and a ventilator provided above the roof having the full area of the casing.

Over each tank in the storage is provided a 6-ft. square metal duct which extends from the bin floor up thru the roof with a ventilator over it having a discharge the full area of the duct for ventilating each bin.

A 6-ft. square ventilator is located over each scale hopper to provide ventilation to the outside air.

A copper ventilating duct one foot high and the full width of the window is provided at the floor line in each bay of the working house under each window and at the ceiling line over each window in the exterior walls, and no dampers are provided in these ducts. There being at all times a free circulation of air from the outside at all floors there can be no dead air.

The leg bays are left entirely open at the ends, except at the automatic scale where one leg bay is enclosed, and at three other points where the individual head drives are enclosed.

The stairway is outside the elevator, to all intents and purposes, being located in the open receiving leg bay, which is the highest leg in the work house. Fire doors are provided from the stairway landing to every floor.

Dust Collection.—A complete dust collecting system is provided with floor sweeps at convenient points on all the floors with suction at the cleaning machines for automatically handling the screenings, dust and tailings from each machine. There are direct suction on all belt loaders and suction on all boots and at other points where dust might originate. This sweeping system also takes the dust from the cleaning machine cyclones.

The working house is 30 ft. by 34 ft. 6 in. on the ground, two bays square, and 85 ft. 3 in. high above base of the rail. Three legs are provided. A car shed is provided covering one track and a modern car puller for handling cars on the track. The car puller machinery is located in a separate concrete building adjoining the workhouse and car shed. The ends of the car shed are open and the sides are covered with corrugated asbestos protected metal. Above the track shed roof only two bays of

the elevator are enclosed; these are the scale and cleaner bays.

The purpose of this plant is to receive corn from cars, weigh it, clean it, elevate and store it in the present concrete storage tanks, or to send it direct from the cleaners to the steep house or from the storage tanks to the steep house or both at one time.

The first floor of the elevator is divided into two parts by fire-proof walls; one part containing the receiving leg boot tank open to the track shed so that the dust created in unloading the cars may blow out at the ends of the shed. The rest of the first floor is devoted to the weighing of grain and the operating levers controlling the various parts of the workhouse. The two No. 12 Invincible Compound Shake, Double Receiving Separators are steel clad and are located on the second floor which is entirely separate from all other floors. Above the cleaners are the 3,000-bu. concrete garners and above the garners the scales.

The grain is unloaded into the receiving pit by the usual car shovels, elevated by the receiving leg and spouted into either of two 2000-bu. scale hoppers. These scales and scale hoppers are located in the top of the workinghouse.

The valves in the discharge spout from the receiving leg to the two scales, the scales themselves and the discharge valves from the scales being all operated from the ground floor of the elevator. The rods and levers are brought down thru six-inch pipes. The grain from these separators is spouted from either a lofter

leg which elevates the clean grain and discharges into the belt serving the storage tanks or the grain is discharged from the cleaner into a second lofter leg which elevates the corn and discharges it into a 3,000-bushel per hour Richardson Automatic Scale. From the scale the grain is discharged onto a belt conveyor which conveys the corn over to the steep house. The shipping conveyor beneath the storage tank discharges the grain to either of the lofter legs. These belts are 4-ply rubber, 24 inches wide, and some were furnished by the Gutta Percha & Rubber Mfg. Co.

A separate working house is provided for handling the feed. The feed is blown over and stored in four of the storage tanks from which it is removed by a screw conveyor, elevated by a leg and discharged into a garner and scale and spouted direct to the cars. This feed leg is entirely exposed to the air on all sides and the only thing housed in is the leg head, the scale and the garner. These are located in a separate steel structure between the two groups of storage tanks.

Each elevator leg has its individual drive from a ball bearing Fairbanks-Morse Electric Motor direct connected to a herring-bone helical cut gear of the Stewart-Falk make. The receiving and storage lofter legs have 30-h.p. motors, the steep house and feed legs have 15-h.p. motors. The 26-inch belts of the receiving and lofter legs have two rows of 12x7x7 buckets of the Buffalo straight back style. The 13-

[Continued on page 431.]



New Fireproof Reinforced Concrete Working House of American Maize Products Co., at Roby, Indiana

The Insurance Co.'s Interest in the Success of the Country Elevator

From an Address by C. R. McCotter Before the Mill and Elevator Field Men's Ass'n

Recently, while spending a few days at my old home in Ohio, I saw some of the problems of the other fellow. Twenty years ago the interurban lines, which are numerous in that section, seemed to be doing a good business, and it was generally supposed that they were profitable. Now I find that some of the lines have been junked; others are rapidly on their way to the scrap pile, and evidently all remaining are about bankrupt. The development of the automobile industry, and the good roads movement, have simply revolutionized transportation in that section, and in so doing it has ruined the interurban business.

Economic conditions bring about changes, and if we are not to fall by the wayside we must keep abreast of the times. It is useless for the interurban lines to argue what the automobiles are doing to the financial condition of the country. They are an accepted means of transportation and will continue to be.

Most business has had new conditions to meet, that have been brought about directly or indirectly by the upheaval due to the war. The grain business is no exception; but certainly it has not such an insurmountable problem confronting it as the interurban lines, and if politics does not interfere too much, economic laws will work it out if given an opportunity. We should assist in this work.

The graphic chart published last year by the Glens Falls Insurance Co., which you will recall showed that the loss ratio of the country follows very closely business failures, pretty thoroughly answers the question that general business conditions have a very marked effect on the loss ratio of the country, and that in times of depression the loss ratio very materially increases. The experience of insurance companies on the country elevator business, indicates that the grain trade is no exception to this general rule. But in my opinion this does not mean that an increase in elevator losses during such a time means that there is an unusual number of plants that are deliberately burned. But a loss, no matter what the cause, has the same effect on our business.

A Good Moral Hazard: I have often made the statement, and I will here repeat it, that there is no better moral hazard from the fire insurance standpoint than the grain dealer. I recall very vividly in the early days of 1920, when elevators particularly in the southwest, were filled with wheat bought at extremely high prices. The car situation was such that it was impossible to move the grain, and, of course, this was the reason the elevators were filled, as the average grain man would not have willingly kept on hand such stocks of wheat at the prevailing prices. With the elevators in this condition, the prices began to slump. Our grain insurance contracts were written on the basis of settlement being made on terminal market price less freight and other charges.

If there ever was a proper setting for incendiary fires, here it was. In case of fire, settlement would be made on terminal market prices of that day, and under the abnormal conditions there was no telling when the grain could be gotten on the market, or the price that could be obtained, as one did not dare contract for early delivery. It can be said to the everlasting credit of the grain trade, that during this entire trying period there was not even the normal number of elevator fires, and none whatever that I learned of, that were in any way questionable. This illustrates the character of the men in this trade.

On the other hand, there have been questionable fires, and possibly more of them during the last three years than in any like period. There are men who have the heart to fight off successfully an acute attack of illness, but when it comes to fighting a disease that is more prolonged, they lose their courage and give up the fight. So I think it is equally true that, in the grain business there are men who can weather a storm successfully, but when this storm lasts for three successive years they give up in despair; and there have been cases, without question, where under these conditions the torch has been applied as an easy way out. If we are to consider incendiarism as but a single factor in the cause of the increased number of fire losses, how are we going to account for the balance?

During the war days we heard a great deal about keeping up the morale of the boys at the front. It was recognized that to be a good fighter a man must be healthy and strong in mind as well as in body. Don't you think that morale is just as much a factor in business as in fighting? I do, and I think here is a goodly portion of the answer to the increased losses.

The grain trade has gone through a long period in which it has been almost impossible to do a successful business. This has gradually created a depressed condition, with the result that they have not been able to put the courage and enthusiasm into their business that they would have under normal conditions. However, there have been hundreds of elevator companies that at different times during the past three years would have been unable to have liquidated their business one hundred cents on a dollar. But the hope of better days ahead has influenced them to take up another notch in their belt and keep going. From my observation many of these companies, particularly those located in the corn and oat country, made such headway in 1923 that they are going successfully to weather the storm. The experience through which they have gone is going to make them more conservative in the future, and to that extent they are going to be better policyholders than they have been in the past.

Repairs and replacements are made out of profits, and when any business gets into such a condition that there are no profits to pay these expenses, the most logical thing is that repairs and replacements will not be made. Some will pay them out of capital, but not many. What is the result? With the morale of the business below par, and without necessary repairs and replacements, isn't it logical to assume that the answer is—more fires? Our job then is as much in helping to improve the morale of the business as in getting some particular defect corrected. More can be accomplished by removing the cause than the defect that is created by the cause.

The evolution through which the elevator business is now going, is very different than that of the mill business. Grain will continue to be marketed at the country station, and no matter what change in marketing conditions develops, there is always going to be a need for the country elevator in the surplus producing states. Conditions are developing in many sections, however, that are having a marked effect on the grain business, due to the change in the business methods of the farmer. It is not long ago that the "Market Record," carried a news item of the wrecking of an elevator which was the last grain elevator in the county. This had at one time been a county that shipped a great deal of grain, but due to farmers chang-

ing from raising grain only, to feeding and going into the dairy business, the surplus that formerly was shipped, is now consumed at home.

Possibly this is the only case of an entire county being affected to such an extreme extent, but there is a gradual change in many territories along this line, and it is up to the grain dealer to meet these issues as they develop, and not try to stand pat on his previous success and sit idly by and watch his property become worthless. Where these changes have taken place there is opportunity for grinding feed, in addition to handling mill feeds and other side lines. In large sections of some states the profit to the grain dealer on his feed business is far in excess of the profit on grain. We can in a measure be of service in counselling with our policyholders where we see changes of this kind developing; show them how this has been met successfully in other cases, and give them the advantage of the experience that we should have gained by keeping posted on general business conditions in our entire field. We can hardly expect an elevator owner to realize the saving that can be made in his insurance cost by replacing a shingle roof with a fire resistive one, unless we give him the information, and I think there are cases where equally valuable information can be given along other lines.

A marked difference can exist in the quality of risks with equal capital and with equal impairment. We will take for example, Company "A" and Company "B," each of which has become impaired to the extent of \$10,000. "A" has had a successful record of five years; then meets with severe reverses due to the extreme deflation, and finds itself impaired in the above amount. Company "B" has been operating on equal time and has gradually been slipping until at the end of the sixth year its managers find themselves in the same financial condition as Company "A." The one was a victim of deflation. The other of poor management. "A" has ten chances to regain its lost ground, where "B" has one. Company "A" is not whipped; will profit by experience; will realize its plant is absolutely necessary and will co-operate with you in guarding fire hazards in order that it be not destroyed. Company "B" has gotten into a rut, and unless something most unusual occurs, the plant will soon be in as run down a condition as the business. The fire fiend discriminates between these classes. We must also.

In these days of investigations and rumors, we have just the opposite condition that prevailed during the war and the period immediately following. At that time there was lots of business and the price of everything was exceedingly high, and we had the idea that these conditions would last forever. Then the crash came, and for the past three years nothing seems to have gone right, and there is a pessimistic condition prevailing, with many feeling that everything is going to rack and ruin. It seems to be a law of the universe that one extreme follows another. It certainly has worked this way in the past five years, but it is up to us to be leaders and not followers and do our part in helping to get business back on an even keel. We should not let any opportunity pass to assist in this work. Our problem is to help get business back to a normal condition where plants can be operated at reasonable profits, as much as the elimination of specific fire hazards. It is my judgment that the first has to be accomplished before great headway will be made on the second, and this question of business conditions has to be considered in the insurance written as much as the physical value.

Insurance is for indemnity and not for profit. There are many cases where if our foresight had been as good as our hindsight, we will all agree we would have handled matters differently. We are human and we will continue to have these cases. But let's not have

too many of them. We have to keep pace with the business conditions, and when developments are such that properties have a sale value of less than replacement, we simply have to write the insurance on the basis of the sale value if we are not going to load our companies up with business that will prove burdensome. The ideal condition would be that money received from an insurance company would be used for rebuilding, and the farther we get away from this condition the greater our losses are going to be.

It is generally agreed that, under what we now term "normal conditions," using 1913 as a basis, that we were gradually making headway in the reduction of losses on country elevator property. Since that year we have experienced all of the thrills and heartaches that the business can develop. In our struggle to get back to normal, if we will mark out this intervening period and again start where we left off in 1913, we can continue the onward march, and there is no reason why we should not reach as a permanent proposition instead of a temporary one, the loss ratios of 1919 and 1920.

Individually we may feel that we can accomplish but little; but if each one will carefully study the business conditions in this territory, and resolve each year to get on a better basis the ten poorest risks that he has under his care, at the end of another five year period his territory will show a very different record than it will if these accounts are allowed to drift.

As the boy of today is the man of tomorrow, so is the foundation that we build in this reconstruction period the answer to what the super structure will be. Let's be good builders.

Trapped an Elevator Thief.

HOMER, O.—Adrian Vance, living near here, has been arrested for the theft of wheat from a granary owned by B. O. Lohr, Fairview. Upon discovering that some of his wheat was missing, Mr. Lohr went thru the bins marking the wheat with white cobs having tacks and nails in them. Chief Swank of Newark was notified of the theft and when Vance attempted to sell 40 bushels of wheat at the Hulshizer Brothers' flour mill Chief Swank was there to examine the grain. He found the marked cobs and arrested Vance.

New Working House at Roby, Ind.

[Continued from page 429.]

inch, 6-ply rubber belts of the steep house and feed legs have a single row of buckets of the same size.

The storage and shipping conveyors above and below the storage tanks are provided with individual motor drives using Morse Silent Chains between the motor and the head shafts. The General Electric Co. supplied the motors for the conveyor, car puller and the individual cleaning machine drives.

The machinery for the working house and feed house was furnished by the Weller Mfg. Co., the scales by Fairbanks Morse & Co. and are their new solid lever type resting on floor stands.

The cupola of the storage tank near the workinghouse was partially destroyed and has been rebuilt with asbestos protected metal. One group of 4 tanks next the work house was built by the Witherspoon-Englar Co. many years ago; and several years ago the last group of 4 storage tanks was built by Jas. Stewart & Co.

The new work done at this time included a 2-story warehouse 37x152 ft., of reinforced concrete, built in the dead of winter, by Jas. Stewart & Co. The warehouse presents a handsome appearance and shows what can be done in concrete work in January and February. The plant was designed and built by the grain elevator department of Jas. Stewart & Co., under the direction of W. R. Sinks, manager, and T. D. Budd, chief engineer.

Burning of Union Elevator at Cleveland.

The old Union Elevator at Cleveland, O., built in 1869 of wooden crib construction, was burned on the morning of Mar. 22.

Robert Barnes, aged 65, who had been watchman for the Union Elevator for 41 years, resigning a month before to become watchman for the Fairchild Milling Co., saw the smoke at the Union Elevator a block away as he was coming out of the office of the milling company shortly after midnight, and called the fire department. The flames spread rapidly in the interior of the house and the fire became so hot the many streams of water thrown had no effect until after the walls collapsed in the ruins as shown in the engraving herewith.

The burning of the elevator removes the tangible remains of the largest co-operative grain handling enterprise in Ohio. This was denominated by its promoters under the ambitious name as "The Ohio Grain Marketing Plan" and the *Ohio Farmer* of July 17, 1922, devoted much space to telling farmers of the great saving to be made by "handling their own wheat thru their own elevator."

Harry W. Robinson, pres. of the Co-operative Union Elevator Co., took the editor of the *Ohio Farmer* thru the plant and told him the difference between the Ohio price at harvest time and the Chicago price was 23 cents and that someone was making a profit of 14 cents a bushel for getting the grain to the consumer. By having "their own" terminal elevator the farmers were to save this 14 cents for themselves.

Unfortunately co-operative enterprises are governed by the same commercial laws as business enterprises under any other name. Expenses of operating the elevator ate into the capital of \$100,000 the farmers of Ohio put up to buy an equity in the plant, and far from enjoying a profit of 14 cents per bushel there was actually a loss, and the company failed.

In September, 1923, the sec'y of the company, H. C. Hutchison, addressed the creditors explaining that the company had been trying in vain to sell the elevator so as to repay the stockholders the face value of their stock. While the elevator had long been offered at \$30,000 the Cooperative Co. is said to have agreed to pay \$270,000 for it. He stated that the directors were handicapped in not having sufficient capital to operate at full capacity, but had kept on at a loss in the hope of selling out rather than close down, as the carrying charges on the idle house would amount to \$1,000 a month. In the latter part of 1922 one of the leading stockholders advanced \$12,000 to keep the plant operating until a sale could be consummated, but this money also was lost, with a great deal more; and in July, 1923, the directors decided to close down the plant and

go into liquidation. The grain on hand was deficient in quantity and quality, compared with the estimates, and left nothing for the stockholders after satisfying the warehouse receipts.

In order to keep insurance on the house it had to be in operation and the plant was leased to Oatman & Monfort, dealers in seeds at Green Springs, O., and Cleveland. It was so run down that the lessees had to make repairs every day to keep running. The drier in connection, however, was of considerable service to Oatman & Monfort, who specialized in approved varieties of seed corn. They had 16,000 bus. of seed corn and thousands of bushels of other seed grain in the house, completely destroyed, some of the varieties of corn not being replaceable.

A mortgage covered the property and this was foreclosed by the Guardian Savings & Trust Co., part holder under the mortgage, which bot the property in at \$80,000. There was \$70,000 insurance, of which only \$40,000 applied, because of clauses in the policies.

Neither the creditors or the stockholders of the old Farmers Co-operative Union Elevator Co. got anything in the settlement of its affairs, and they got none of the insurance money. The practical effect of the fire is that the owners get rid of a white elephant, partly at the expense of the insurance companies.

McNary-Haugen Bill Will Produce Embargo.

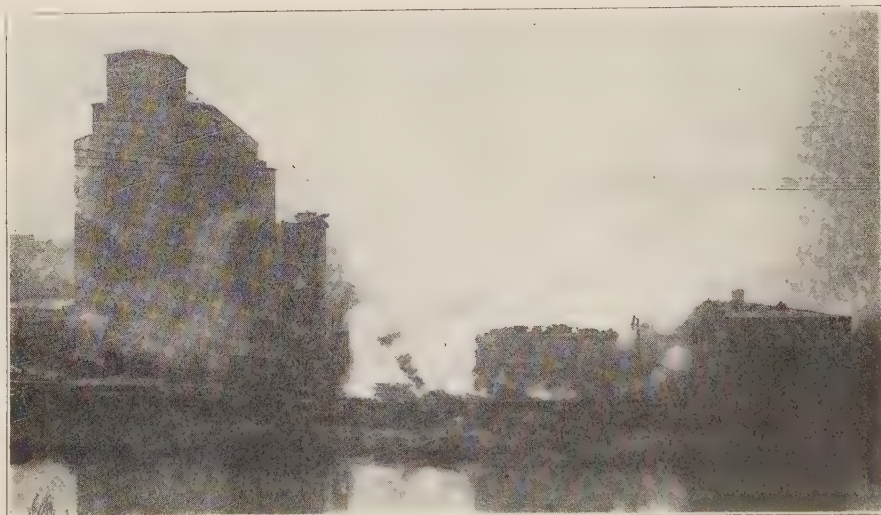
The constitutionality and wisdom of the tariff provision in the McNary-Haugen agricultural export bill was questioned April 2 by T. O. Marvin, chairman of the tariff commission, in a hearing before the ways and means committee of the house. He claimed operation of the bill would cause constant inflation of prices on all products.

Under this bill duties on farm products would be steadily increased by executive order upon the recommendation of the sec'y of agriculture. Such levels would be used as would maintain a so-called ratio price in the domestic market. And when they got that high they would virtually constitute an embargo.

Mr. Marvin contends that the McNary-Haugen bill is a price fixing measure which will automatically raise the prices on other commodities and create demands for increased wages with its inflation.

Power would be given the sec'y of agriculture, thru this bill, to make an investigation to determine the rate of duty upon any agricultural commodity or derivative or substitute for such commodity.

Mr. Marvin said: "I question the constitutionality and wisdom of giving this power to the secretary of agriculture. The flexible provisions of the tariff act, section 315, safeguards the tariff better than this measure."



Ruins of Union Elevator, Cleveland, O., Burned Mar. 22.

Thru to the Atlantic Without Transferring.

The need for an all-water route from the natural grain and produce out-let of the Northwest, at Duluth, which would economically transport commodities to New York City and other exporting ports, without breaking bulk, caused A. Miller McDougall, of the McDougall Terminal Warehouse Co., Duluth, to get together several young business men and organize the Minnesota-Atlantic Transit Co. The proposed route required ships capable of meeting the heavy gales of the upper Great Lakes and out-riding the hurricanes of the West Indies, yet of such height and draft and responsiveness in handling that they could traverse the New York barge canal and the Hudson river.

Henry Penton, of Cleveland, a well-known figure in shipbuilding and engineering circles, was selected as designer. Under his guidance Twin Ports and Twin Cities, named after Duluth and Superior, and Minneapolis and St. Paul, respectively, were built. Late in the season of 1923 they were put into commission and during the few weeks that followed gave such satisfactory service that a decision to build several more of the same type was formed.

Henry Penton's task was no easy one. Traveling conditions to be undergone arbitrarily set the external dimensions. Available draft and the low, permanent bridges over the New York barge canal fixed the vertical measurements. The Welland locks fixed the length and beam. The problem lay in designing a boat to agree with those dimensions, yet capable of open lake navigation and the contemplated coastwise service to the West Indies during the winter months.

The commercial purposes necessarily required these boats to have the greatest possible amount of cubic feet available for cargo. The hazards of the barge canal required the preserving of perfect trim and ability quickly to change draft to suit the varying water levels due to rain storms and other run-offs. At the same time the boats needed plenty of power with a wide range of speeds and had to be uncommonly responsive to the wheel for canal navigation. Withal economy of operation was essential.

Mr. Penton found a way thru these difficul-

ties with the design to which these vessels conform. They are constructed on the transverse system with a 3-foot double bottom from frame 17 to frame 114. This is divided into four compartments. No. 1 and No. 4 are made to carry cargo oil for use at the Duluth terminal; No. 3 is for diesel oil to be used in the ship's power plant; and No. 2, the largest, is designed for water ballast to change load draft about a foot without changing trim.

Each vessel is 258 feet long on deck, with a 42-foot beam, and an 18-foot, 9-inch, molded depth. The pilot house, refrigerating room trunks, and after trunks are all depressed below deck to allow for head room below the clearance line on the barge canal. Everything higher than the superstructure is capable of being unshipped. Two masts, which carry the statutory lights when outside the canal, are hinged. The ventilators are arranged to unship. The stack, which is merely an exhaust pipe for the engines, is hinged and stows below the clearance line. The davits are hinged and the life-boats are stowed low enough for safety.

Seven hatches open into four cargo holds. No. 1, at the fore end of the boat, and No. 4 near the rear, are the largest and are designed for general cargoes. There are two hatches to each, so situated that grain, or other bulk commodities may be readily run into the holds from elevators.

Cargo holds Nos. 2 and 3 are considerably smaller and are designed for the transportation of meat, butter, and produce.

The engine room is located athwartship, between cargo holds 3 and 4, and is fitted with a diesel-electric power plant. Two 6-cylinder, 375 brake h.p., and one 2-cylinder, 60 brake h.p., 4-cycle, air-injection, diesel engines are used. These are direct-connected to 250-kilowatt and 40-kilowatt, respectively, direct-current generators, all operating in parallel thru common bus-bars. The bus-bars carry the generated current to the propelling motors in the small motor room at the stern.

Two 250-shaft h.p. propelling motors utilize this current in turning two propellers. Voltage is constant with five speed steps in either direction. The motors are separately and entirely controlled by rheostatic so they may be worked independently of each other.

The athwartship setting of the engines re-

duces the engine room length about 6 feet and thereby adds about 4,000 cubic feet of cargo space, besides facilitating better arrangement of auxiliaries and piping. Furthermore it distributes the engine and generator weights and stresses more evenly and the strains are kept well forward and aft of the engine room.

With this power system fewer men are needed in the ship's personnel and upkeep is lowered correspondingly. All maneuvering controls are at the pilot's finger tips in the pilot house, and danger of damage is greatly lessened by doing away with the inefficient signaling system ordinarily used on boats with a different type of power plant.

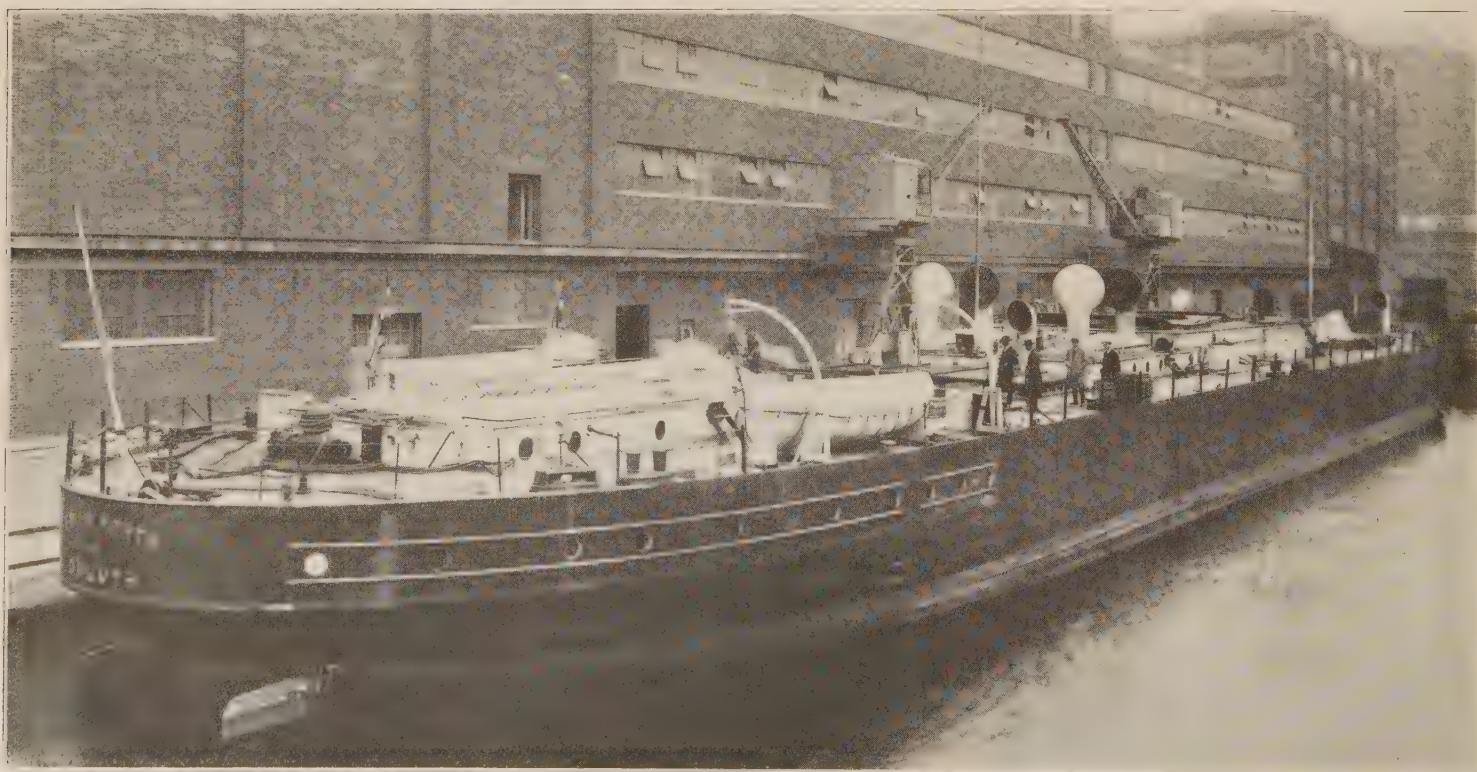
Since electricity is the only source of heat and power aboard, all accommodations are electrically operated. Cooking, water heating, electric fans in the quarters, dining room, and galley draw upon the main power-plant when it is in operation. A small generating set, connected to the bus-bars of the auxiliary switchboard and, thru, them, to the lighting system fans, heaters, etc., serves when in port.

All the ship functions are electrically operated. The engine room auxiliaries, consisting of ballast, fire and general service, circulating, bilge, oil transfer, and auxiliary lubricating oil pumps are motor driven.

Most of the motors are of the totally enclosed, variable speed type. In the motor room one of them drives a 6,000-cubic foot capacity fan to ventilate the, propelling motors and resistors and an electrically operated, centrifugal bilge pump. Others drive the double vertical windlass on the foreward end of the boat and the dock-type capstan aft. Both of the latter are also fitted for hand operation during lay-ups.

A Lux carbon-dioxide fire extinguishing system is used as a safeguard against fire. The gas is stored in steel flasks which are connected with each other and led to the central distribution cabinet in the pilot house. Its discharge to the different holds is controlled from there. A superstructure immediately behind the pilot house contains the flasks.

Conditions, particularly in the barge canal, require perfect control over the speed and maneuvering of the vessels. The twin power plants made necessary the use of two propellers which work independently of each other. Because the sensitiveness of the rudder depends



"Twin Ports," a Lake Motorship Designed to Navigate Lakes and Canals in Summer Time and Make Atlantic Coast Ports in Winter.

upon the velocity of the water across its face, two rudders were arranged to work parallel on each boat. They were placed directly behind the propellers so that the water forced away might be utilized in steering the boat. And the boats handle perfectly.

Both boats have a listed capacity of about 1,500 net tons on canal draft and 2,600 net tons on load line drafts at sea. At Duluth and other ports at the head of the lakes, they will load with the produce for which those ports are the natural outlet. Grain will furnish a large part of the cargo for holds Nos. 1 and 4, and will be taken directly to New York for export without breaking bulk.

A vast, economical, and entirely new shipping field will be opened to the northwestern producers thru them. Grain, being shipped from that territory for export, will not be handicapped by the delays and added expense caused by breaking bulk and rehandling. It will go to New York directly, transfer to ocean-going steamers, and be exported in much less time than is at present required. And there is the possibility of export service between the Great Lake ports and South America.

We are indebted to the *Marine Review* for fotograf and facts given.

THE STATE of Bahia, Brazil, is experimenting with wheat in the torrid zone. Seed has been distributed to the farmers in the interior of the state and gratifying success is reported to have been obtained thruout the Plateau regions. A sample of flour ground from this domestic wheat is considered a very superior product by Bahian bakers. The development of cheap and efficient transportation will take a long time and much effort and, as the central wheat growing district is about 100 miles from a railroad, and freight rates are very high, it is doubtful whether wheat growing on a profitable scale will become effective in the very near future.

THE CORN area now in Argentina is estimated at 8,465,000 acres, compared with 7,851,000 acres of last year that produced 153,000,000 bus. of the grain. Weather conditions so far have been favorable to growth and a crop exceeding the 230,000,000 bus. of 1921 is expected.

Coaxing Smiles

[Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, care Grain Dealers Journal.]

She Claims 5 Is More Than 1.

Business was slack at my new station and when an old Irish woman drove up to my office one morning with a load of wheat I was extremely anxious to please. I hurried out to examine it and after testing, offered No. 1.

"No, no, you can't have it," she exclaimed. "This is better'n my neighbor's wheat, and you're giving him No. 3." I tried to explain that No. 1 was a higher grade than No. 3, but to no avail. She drove to the next elevator.

Shortly she reappeared and, climbing on her load of wheat, headed for the third elevator. I inquired of my neighbor agent what had caused her departure.

"Why, I offered her No. 1 for her grain, and she got mad. She wouldn't take it. Said she'd see if the next man couldn't do better."

We phoned the third buyer so he might be prepared. Later we learned the details.

"What'll you give?" she had asked, after he examined the grain.

"Oh, this is very nice wheat, excellent wheat. I'll give you No. 5."

"Those other buyers must a' had it in for me," she grumbled, as the load was dumped, "They'd only offer No. 1."

Of course, the buyer paid her the No. 1 price.—E. I. Ferguson, Towner, N. D.

Shanghai Elevators.

Canadian export interests are considering the building of several elevators on the Shanghai harbor. The proposal has been made because of the growing flour milling industry in Shanghai and Manchuria, which is creating a growing demand for Canadian and American wheat, the home grown wheat being of insufficient quantity and lower quality. That imported by Chinese mills now is handled in bags. Elevators would greatly facilitate rapid, bulk handling from ships.

The fact that most of the important Shanghai mills are located on the Soochow Creek may defeat the object sought. The mills use small boats to carry the grain from the ocean going ships to the mills, but the journey takes several days because of the present deplorable condition of the Creek. Flour prices advance according to demurrage charges on these lighters.

Several Chinese bodies have mulled over the thought of dredging this creek for several months, but remain inactive.

Chicago City Council Protests Against McNary-Haugen Bill.

Great damage to the country in general would result from enactment of "the paternalistic and socialistic McNary-Haugen Export Corporation bill," the Chicago City Council declared in a resolution unanimously adopted and which was forwarded today to President Coolidge and members of Congress.

"A feeling of business uncertainty has obtained generally throughout the nation as a result of pending legislation in Congress.

"This situation has been intensified by reports of the possible enactment of the so-called McNary-Haugen Export Corporation bill which, while sponsored as an agricultural aid measure, has been denounced by many farmers and their official representatives as a new and a dangerous burden for the farmer, and by agricultural experts and unbiased economists as a paternalistic and socialistic measure involving further government control of business, and a measure that not only would fail to help producer and consumer, but would inevitably cause great damage to the country in general.

"This body, in the solemn belief that such legislation would create a most unfortunate situation throughout the nation, hereby protests against enactment of such proposed laws."

A Radio Bill.

Senator Howell recently introduced a bill in congress which reaffirms the use of the ether for radio communication or otherwise, as the inalienable possession of the people of the United States and their Government. The bill was read twice and referred to the Com'ite on Interstate Commerce. It follows:

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That the ether and the use thereof for the transmission of signals, words, energy, and other purposes, within the territorial jurisdiction of the United States, is hereby reaffirmed to be the inalienable possession of the people of the United States and their Government, but privileges to enjoy such use may be granted as provided by law for terms of not to exceed two years.

Sec. 2. In the event of war or during other national emergency the President may, in his discretion, terminate the privilege of any or all licensees to use the ether for any purpose, under the provisions of licenses granted by authority of Congress, and without rendering the United States liable to damages to anyone whomsoever.

Sec. 3. All such licenses heretofore granted by authority of Congress shall terminate within two years (if not sooner under the terms thereof) from the date of the approval hereof, and no such license shall be renewed, or any additional license granted, except upon the filing with the Secretary of Commerce of an application by such licensee or applicant, executed under oath, setting forth in the form prescribed by the Secretary of Commerce, that the claims of such licensee or applicant to the use of the ether are in consonance with and limited to the recitations and provisions of this Act.

The bill was passed by the senate Apr. 7.

A New Grain Fumigant.

A mixture of chloropicrin and carbon tetrachloride has been devised and perfected by R. N. Chapman, division of entomology and economical zoology, University of Minnesota, as a fumigant for the destruction of insects infesting stored grain and food products. The combination has given highly gratifying results under a series of rigid tests. Expense money for carrying on the experiments was furnished Dr. Chapman by the Underwriters Grain Ass'n and the Mutual Fire Prevention Bureau.

The estimated cost of the new fumigant is between 50 and 75 cents a pound. This is a pound for pound rate a trifle higher than that paid for carbon disulphide, which the underwriters discarded because of its highly expensive and inflammable qualities. But it will go much further, one pound of the new fumigant doing the work of eight or ten pounds of the disulphide.

Dr. Chapman says that chloropicrin is the most promising of liquid fumigants. It is more deadly to insects than carbon disulphide, penetrates well without creating a fire hazard, and is non-injurious to human-food or the embryos of grain. It is heavier than air and is readily dispersed after effecting its purposes. Combining carbon tetrachloride with it increases its volatility, according to Dr. Chapman, and creates the most useful of fumigants.

A NEW Chicago radio broadcasting station is being set up by the Sears-Roebuck Agricultural Foundation and will start operation as a clearing house for agricultural information about Apr. 1. Edgar L. Bill, ex-associate editor of the *Orange Judd Farmer* and now director of information for the Illinois Agricultural Ass'n, is program director. He says that he intends to broadcast weather and market data and also give the financial interpretation of the reports. He will have farmers tell about their own work in co-operative marketing, livestock breeding and feeding as a part of the programs. The new station's studio is being fitted up on the mezzanine floor of the Hotel Sherman.

Volume of Future Trading in March.

During the month of March the Minneapolis Chamber of Commerce displaced the Chicago Open Board from second place in the list of future trading markets, the Minneapolis total being 45,561,000 bus., the Chicago Board of Trade coming first as usual with 996,245,000 bus.

Revised figures showing the volume of trading in grain futures on the Board of Trade of the City of Chicago during the month of March, 1924, as reported by the Grain Futures Administration of the U. S. Department of Agriculture, follows, expressed in thousand bushels, i. e. (000) omitted. The figures listed represent the sales or only one side of the transaction, there being an equal number of purchases.

Date, March	Wheat.	Corn.	Oats.	Rye.	All grains.
1	9,891	13,646	3,224	519	27,280
2	17,871	12,004	1,239	253	31,367
3	14,407	12,002	935	609	27,953
4	9,955	8,117	1,496	357	19,925
5	8,538	10,380	4,073	218	23,209
6	10,244	10,033	1,732	172	22,181
7	8,200	8,677	1,994	337	19,208
8	21,438	7,928	1,614	906	31,886
9	16,114	8,144	3,151	582	27,991
10	43,675	18,752	4,249	1,758	68,431
11	41,741	21,776	4,231	2,600	70,348
12	29,946	30,012	1,769	1,183	62,910
13	13,524	20,660	1,150	470	35,806
14	19,613	20,482	2,747	484	43,326
15	19,301	11,855	1,946	348	33,450
16	21,890	17,681	1,810	823	42,201
17	17,074	12,305	2,252	226	31,857
18	12,987	8,594	1,391	297	23,269
19	9,393	12,696	1,283	231	23,603
20	26,246	13,956	2,033	592	42,827
21	30,512	18,041	1,065	1,216	50,864
22	20,168	11,037	3,046	793	35,044
23	29,066	36,703	5,285	527	71,581
24	24,007	27,355	5,396	991	57,749
25	12,025	16,345	2,053	194	30,617
26	11,770	17,668	2,467	451	32,356
Totals	503,598	406,849	66,631	17,167	996,245

Analyzing the Elevator Operator's Statement

By R. H. Bowman, Before Mill & Elevator Mutual Insurance Field Men's Ass'n

However one may sympathize with the farmers' efforts to conduct their own business enterprises, I am strongly of the opinion that they have reached a state of competency which will entitle them to be considered as good business men. Just as successful farming requires a fundamental knowledge of all the elements which enter into it, so does successful business require a thorough acquaintance with all the customs and practices of business, something which is not attained over night, in a year, nor in a decade. The experience in the territory with which I am most familiar is that when conditions generally have been good, the farmers' enterprises have fared well, but it is during unusual crises that the lack of experience and good business judgment makes itself evident with more or less disastrous results to the businesses in which they are engaged.

I remind you of these things because they have a most important bearing on the proper analysis of an elevator company's financial statement. That is to say, the financial statement in itself does not always tell the whole story. The attitude of the directors toward the extension of credit; their ideas with regard to engaging in side lines; their understanding of the value of creating reserves, etc., for protection against possible future losses; these and a host of other things are, in my opinion, of the utmost importance in considering the financial record of a risk.

Thus it is that I have come to the conclusion that it is not well to judge a company's financial well being from one statement. I believe that fire insurance companies should seek statements at regular intervals, not less than twice each year, and arrange for their compilation so that at the end of two- three or four years it will be possible to determine at a glance the trend the business is taking.

Risks Becoming Undesirable.—The companies which we field men are representing have many instances to which they could refer you in which, when the risks were first taken on, they were operating at substantial profits, only to have the earnings decrease from year to year until they have deteriorated into undesirable risks.

This condition may be the result of poor management, or may be due to other conditions. The building of a new railroad branch line may have eliminated much of the company's best territory, thus reducing the volume of grain available. The territory may be changing over gradually from a grain growing territory to greater diversification, including dairying, which leads to the raising of feed crops, etc., which are not handled through the elevator. Poor crops over a period of years may have operated, too, to cut down the volume.

This element of volume is of extreme importance and we find no reference to it in a mere financial statement. We have found in North Dakota that the average cost of handling grain in farmers' elevators approximates 5 cents per bushel, with the result that the average elevator must handle from 75,000 to 100,000 bushels of grain in order to pay running expenses.

In order, therefore, to analyze properly the financial desirability of a risk, one should have for consideration, not only a financial statement, or balance sheet, but a statement of receipts and shipments of grain, for verification of the insurance inspection reports which provide information as to the volume handled by the station and the volume handled by the risk.

Hedging.—I have in mind another very important element which might very easily be overlooked by one not entirely familiar with the elevator business, but which has an important bearing on the financial record of a risk, and that is the hedging element. It may be justly said that technically accurate hedging is not always the most profitable course for an elevator company to follow. We know of cases during the fall and winter of 1920-21 in which the elevators shipped out large quantities of stored grain, disposed of same at the terminals without buying back futures to protect it, and because of the fact that the grain was sold at a premium, and that later prices fell, with the result that the storage tickets were redeemed at much lower prices than the grain covered by these tickets was actually sold for, the elevator company made substantial and in some cases very large profits.

We know, too, of cases during that same period when elevator companies who kept all purchases and sales very carefully hedged lost money. Nevertheless, the fact remains that year in and year out the only safe course for any grain dealer to pursue is to keep properly hedged. I will venture to say that 75% of the elevators in North Dakota who lost money during the season of 1920-21 could have avoided

the greater portion of these losses had they protected themselves properly with the hedging machinery provided. I will say, too, that most of the elevator companies in our section of the country who are today in bad shape financially got into that condition during the season of 1920-1921.

So as I see it it is of prime importance that the insurance company carrying a farmers' elevator company as a risk should know something of the elevator's hedging operations. This can be obtained by requesting at various intervals statement of the long and short condition from which one can tell at a glance whether all grains are properly hedged or not.

It no doubt begins to be obvious that the average field man is not equipped through sufficient experience in the elevator business to be able to study accurately these various elements entering into the grain business, all of which have their important bearing on the financial desirability of a risk, and properly to analyze them with full justice to the interests of the company and the assured. It may be, therefore, that the companies we represent should provide for the collection, compilation and analysis of financial statements, which should include, in my opinion, a balance sheet, operating statement, grain statement and hedging or long and short statement. It would seem to me that the parties compiling these statements should be familiar with the actual physical operation of the business, and at the same time be capable of fully analyzing these statements, with authority to call for additional or corroborative information. I would think, too, that this work should be carried on from some point most accessible to the grain elevator territory, where first hand information can be more easily obtained, and from which point the individual in charge could, if necessary or desirable, travel to questionable risks with the least possible expense.

Profitable Operation Offsets Deficit.—First of all, let us consider the statement of a company which has a small deficit instead of a surplus. The figures appearing in the column headed "Book Value" represent the audit company's statement. Being familiar with this particular case, I have taken into consideration possible losses which this company may take in connection with the collection of customers' accounts and notes, and have set up for comparative purposes certain "Fair Value" figures, which represent cuts of 50% in the customers' accounts and notes, as well as cuts of the same amount in the interest on the items. The accrued storage charges were conservatively stated when set up, and I have reduced these but \$500.00. The result is a reduction of approximately \$7,600.00 in the value of the assets. The liabilities are represented at their book value, as all would have to be met with the possible exception of the Patronage Dividends.

On the basis of the above adjustments, which takes the building into account at its insurable value, and leaves out of consideration the capital stock liability, the elevator company could burn its property, liquidate its indebtedness, and have \$9,941.84 to divide among its stockholders, or about \$50.00 for each \$100.00 of stock.

A field agent, studying the company's statement as prepared by the audit company, would observe that they were slightly "in the hole," so to speak. That is, there is a deficit of \$1,152.49, and it might occur to him that in view of this fact there would be some question as to its desirability.

But the important consideration here is that the company is operating at a substantial profit. An investigation would establish that the deficit was the result of a loss sustained in 1920-1921 and that that loss was contrary to the general history of the business.

If the field agent set out to reconstruct the statement as I have done and discovered that the company's assets could be reduced 10% and still pay all liabilities and have about 50% of the value of the capital stock, if the building was burned, this, too, might raise some doubt in his mind. But upon examination of the company's operating statement, he would see that after deducting depreciation at 5%, charging off a substantial amount for bad debts, paying interest, and taking into consideration accrued interest, there was a profit for the year of \$4,707.04, he would see at once that in two or three years' time, if the same record was maintained, the stock would be back at its par value with assets reduced to a more conservative figure. It is clear that it would be poor business to consider selling out to the insurance companies, and that the risk was in every respect a good one.

However, in this particular case the balance sheet does not tell the whole story. It happens that this elevator serves a large territory; its

volume is heavy; its manager has had years of experience in this very field; its capital stock has been increased nearly 50% merely through pro-rations of patronage dividends; and its operating statements over a period of years have shown consistent gains.

A Good Risk Tho in Debt.—Secondly we will consider the case of an individual doing an elevator business. This statement on the face of it would seem to warrant refusal of his insurance business. His original investment of \$6,000.00 has been reduced through operating losses to \$1,466.30. He is heavily in debt, current liabilities aggregating \$24,329.29 against current assets of \$9,045.81. It is evident, however, from careful analysis of the statement that if he were to burn out any settlement received from the insurance companies would not, together with his current assets, wipe out his indebtedness. In other words, as the situation now stands, he could not sell out to the insurance companies except to his own disadvantage. It has, it seems to me, gone beyond the moral hazard stage and the assured must work out his own salvation. A risk of this kind necessarily must be watched more closely for untoward developments than some others.

Here again the balance sheet does not tell the whole story. It happens that this individual has been in the grain business in the employ of farmers' elevators for many years. He has a thorough knowledge of the business. While small, his elevator handles a fair volume of grain and serves a fair territory. He is one of a family of brothers, all of whom have made a signal success of the elevator business. His own loss was sustained during the first year in which he was in business for himself, which happened to be in the historic 1920-1921. Given a fair chance he should work himself out and for the present at least we feel satisfied no moral hazard exists.

It should be noted in this case that in addition to the fact that a small profit was earned last season the owner of the business drew approximately \$2,000.00 in the form of salary.

Directors' Liability a Moral Hazard.—Before proceeding to a discussion of the next case, reference should be made to the methods of financing the elevator business which has resulted in the personal liability of directors. In the Northwest the commission company advances funds sufficient to finance all purchases of grain as they may be required. Payment of any advances made by the commission companies is usually guaranteed personally by the directors. Bonds are required by the state to protect the holders of outstanding storage tickets. These bonds are never less than \$5,000.00 and from that amount on up. Unless the company is in a strong condition financially the bonding companies require the personal guarantee of the directors to indemnify the bonding company in case of loss. These and other conditions have resulted in many serious cases of liability on the part of the directors, with the result that a moral hazard sometimes develops on account of their interest.

We pass now to consideration of a case in which it seems to me there is a grave possibility of a moral hazard. Losses have impaired the value of the capital stock, originally \$5,900.00, to \$265.82. The losing history of the organization was not confined to the season of 1920-1921, but continued on through the two succeeding years, with a loss last season of \$3,946.27. The territory is limited and the possible volume of grain has been reduced to a point where it is doubtful if it can be made to pay. Efforts have been made to dispose of the elevator building without success. The directors are personally responsible for the company's heavy obligation to the commission company, and there is the possibility of personal liability on the bond protecting the storage ticket holders. Assuming, therefore, that the current assets are worth their book value, loss of the elevator building by fire would, with the liquidation of the current assets, wipe out the company's indebtedness and relieve the directors of any personal liability. If this case does not come within the requirements for a first class moral hazard, I do not have any in my field.

Must Keep Operating to Pay Out.—We referred a moment ago to the case of an individual in which I felt that the moral hazard was absent, due to the fact that a fire would not, with the current assets, liquidate all of the indebtedness. We have before us now the statement of a farmers' company where a similar condition exists.

Assuming in this case that the current assets were worth dollar for dollar their book value, and in case of liquidation could be fully realized upon, the destruction of the elevator by fire and collection of the insurance thereon would virtually clean up the current indebtedness. In this connection it should be said that included in the current liabilities is a mortgage of \$7,400.-51 which, however, is an offset to the real estate item, which we are not considering as of more value than the mortgage under present conditions.

However, a field agent making the right kind of an analysis of this company's condition would find that the current assets include accounts and notes receivable in the amount of \$27,-076.46, or all but about \$8,000.00 of the current assets. It is doubtful if more than 25% of

Comparative Check Weights on Grain in Minnesota

[From an Address by W. E. Thompson, State Supervisor of Scales.]

This discussion will be confined to the bulk movement of grain between State-supervised weighing stations and will relate only to the cars received at the unloading station in apparent good order. All cars received, about which there is any question as to the same being in good order, have been omitted in making up the tabulations for this discussion.

Claims are frequently presented to this department by the claim agents of carriers for investigation wherein the losses for grain in transit involve rather small amounts in individual cases. These claims frequently are filed on movements of grain in bulk between two weighing stations in the State of Minnesota at which the Railroad and Warehouse Commission, through the Weighing Department of the proper district, has stationed one or more State weighers. These men are under \$5,000 bond for the faithful performance of their duties.

These duties involve, among other things, the examination of the scales over which, or in which, weights are taken; also an examination of the unloading pits, the elevating legs, the heads of such legs, the garners over the scale hoppers, the scale hoppers themselves and the slides or valves controlling the delivery of grain from the garners to the scale hoppers and from the scale hoppers to the discharge spouts or to shipping spouts or bins and the shipping spouts. These examinations are required daily by the rules of the Railroad and Warehouse Commission, and at such other times as in the judgment of a State weigher an examination of any one, or all of these agencies may be necessary. This applies only of course to those houses where the weighing is done in hopper scales.

These investigations come to us with the request for a review of our records as to the condition of the scales involved, and include the condition of the handling equipment above referred to, at or just previous, to the weighing of the grain involved in the claim.

The stations involved in such a movement are principally those within the limits of the three main districts of St. Paul, Duluth and Minneapolis, in addition to which State weighing service is extended by the Commission to the following outside or country points as distinguished from the terminals of the three districts above noted: Faribault, Lakeville, Montgomery, Morristown, New Prague, New Richland, Red Wing, St. Cloud, Waseca and Warren, all of which are involved in this movement.

From a study of a year's movement of grain between these State-supervised weighing points, taken as a whole, and considering good, fair and poor scales, good, fair and poor handling facilities and considering the various kinds of grain as including mill oats, barley needles and screenings, the average on a movement of 7,500 cars for a year discloses an average shortage of .96 pounds per 1,000 pounds on such cars as went short at the "out-turn." This movement also discloses an average overage of .49 pounds per 1,000 pounds on such cars as ran over at unloading points.

In handling flax it is almost invariably the rule for everyone connected with the movement to require closer supervision, closer and more critical coöpering of cars because of the slippery nature of the commodity handled. As a consequence of this extra precaution a year's movement of flax into two elevators at Minneapolis discloses the following:

Average variation per 1,000 lbs. Flax unloaded in Elevators.

	Average carload.	Short.	Over.
A.....	76,138	.47 lbs.	.28 lbs.
B.....	84,395	.59 lbs.	.35 lbs.
C.....	79,320	.54 lbs.	.51 lbs.

The last line of the above figures represents a shipment of 504 carloads into various hopper scale weighing stations.

The following figures as to the movement of bulk wheat are interesting.

Average Variation for 1,000 lbs. Wheat.

Movement.	Average carload.	Short.	Over.
1. Mpls. to Red Wing....	82,046	.53 lbs.	.64 lbs.
2. Mpls. to Winona.....	84,185	.78 lbs.	.28 lbs.
3. Mpls. to outside tracks	82,761	.82 lbs.	.67 lbs.
4. Duluth to outside tracks	81,630	.86 lbs.	.72 lbs.
5. State to X.....	81,384	.77 lbs.	.72 lbs.
6. State to Y.....	82,392	1.23 lbs.	1.28 lbs.

The movement at No. 1 into Red Wing represents a movement principally from Minneapolis to three hopper scale weighing stations in Red Wing.

No. 2 represents the movement of wheat to one station in Winona, half of which was unloaded on a hopper scale, the other half on a railroad track scale.

Movement No. 3 represents the movement of wheat out of Minneapolis to track scale weighing stations at Montgomery, New Prague, Morristown, Waseca and New Richland.

No. 4 represents the movement of wheat out of Duluth elevators loaded from hopper scales and unloaded at the foregoing above-named track scale weighing points.

Movement at numbers 5 and 6 represent the entire year's movement into these two stations from other State weight stations, the same care being used in supervisory service, the scales and handling appliances being identical with but one exception. In case No. 6 the scales are not provided with receiving garners above the scale hoppers.

The following figures showing the movements of screenings and oats, hopper scales to hopper scales, track scales to hopper scales, track scales to track scales and hopper scales to track scales, present an interesting study:

Average Variation per 1,000 lbs. Screenings.

Movements.	Average carload.	Short.	Over.
1. H. to H.....	59,670	3.58 lbs.	.5 lbs.
2. T. to H.....	51,294	2.87 lbs.	1.0 lbs.
3. T. to T.....	65,533	1.16 lbs.	.47 lbs.
4. H. to T.....	63,195	1.51 lbs.	.66 lbs.

Average Variation per 1,000 lbs. Oats.

Movements.	Average carload.	Short.	Over.
5. H. to H.....	67,917	1.31 lbs.	1.58 lbs.
6. T. to H.....	59,582	1.64 lbs.	.95 lbs.
7. T. to T.....	61,892	1.73 lbs.	.59 lbs.
8. H. to T.....	63,815	1.31 lbs.	.0 lbs.

Contrast the foregoing with the following: State-wide, all kinds.. 80,510 .96 lbs. .49 lbs.

It is an impossibility to move screenings of any of our grains or a combination of our grains with the unloading weights taken in a hopper scale and not find a large shortage at the unloading point. The above statements one and two, showing the unloading of screenings in hopper scales, the movement covering a year's time, would bear out this statement, altho the movement was a small one in point of cars moved. Contrasted with the weighing of screenings on track scales at the unloading points it will be seen that the loss is more than twice as large where hopper scales are used at the unloading points; and that the most satisfactory results in the matter of screenings movement is where both weighings are taken on track scales. This is by no means a conclusive argument that track scales only should be used in the grain

these accounts and notes can be realized upon for years to come, which, if true, would make it impossible for the liquidation of the current assets, together with the insurance on the building to wipe out the indebtedness.

In spite of the heavy interest charge, the company has operated at a small profit after providing for depreciation, charging off bad debts, etc., and it would appear that the company's only chance of liquidating its indebtedness without forcing the directors to contribute on account of their having guaranteed much of this indebtedness would be to continue operating at a profit. Certainly none of the directors would be interested in the destruction of the elevator, and aside from them the company itself would have no such interest.

It might be said that the straits this company finds itself in are not the result of heavy losses in operations, but through the too liberal extension of credit. They were at one time engaged in the machinery and lumber business on a large scale, and when conditions were at the peak prior to the fall of 1921 these commodities were sold in large quantities at the high prices then prevailing, without due regard to the ability of the purchaser to pay for same. The results were disastrous to this company, which in 1918 was one of the strongest in the state.

An Ideal Statement.—The assets are briefly stated, most of the current assets being represented by an inventory of grain and other commodities on hand. Accounts and notes receivable are less than \$4,000.00, although a large volume of merchandising is done in coal, flour, twine, salt, fencing, gasoline and similar commodities. The management has clung consistently and tenaciously to a cash basis, which minimizes the possibility of losses from poor accounts, etc.

The value of the plant and equipment is conservatively stated with proper provision for depreciation at the rate of 5%. As a matter of fact, a recent survey of this company's property reveals a reconstruction value today of \$32,310, depreciation \$4,310, and sound value of \$28,000.00.

The current liabilities are \$2,568.00 less than the current or quick assets, so that the accounts and notes receivable could be discounted over 50% and still allow sufficient current assets to liquidate the indebtedness. It will be noted that there is a healthy surplus together with a nominal undivided profits item.

The statements which I have submitted in this discussion are typical of conditions here and there in the northwestern territory. Not a single one represents an extreme case. It seems to me that they must demonstrate to you the utter impossibility of establishing iron-clad rules by which to judge the desirability of a risk from a financial standpoint. It seems to me, too, that it should be evident that merely glancing at a statement of a risk's assets and liabilities is insufficient to form a basis upon which to judge a company's or individual's desirability as an insurance risk. A great many other elements enter into the company's conduct of its fiscal affairs which require careful scrutiny.

There is, too, the question of the reliability of a statement submitted for our consideration. Statements prepared by public accountants may invariably be relied upon as reflecting the company's true financial condition. It is the statement prepared by an individual for himself, or by an individual who is manager of a company, that must be examined most closely in order that you may be assured of its reliability.

Bookkeeping.—This leads us to the question of the method of bookkeeping in use, which, needless to say, has an important bearing on the situation. A manager is sometimes found who understands the principle of double-entry bookkeeping and maintains such a system in his office. A statement prepared by an individual under such circumstances is more apt to be correct than where a very inadequate set of books is maintained.

The state of North Dakota several years ago realized the menace to the grain trade resulting from inadequate records, and had its chief elevator accountant design a system of double entry bookkeeping and recommended its installation in every elevator in the state. It virtually ordered the installation of some system of double entry bookkeeping by requiring a series of quarterly reports which could not be accurately prepared unless such a system was in use. The result has been a marked improvement in the keeping of elevator records in our state and the value of the results attained, not only to those financially interested in these elevators, but to persons doing business with them, would be impossible even to estimate. There is no worth while substitute for double entry bookkeeping.

For my own part I do not see how an insurance company can afford to take on a risk where adequate records are not maintained. Aside from the difficulty of obtaining an accurate statement of the company's financial condition, there is the problem of securing a correct statement of grain and other commodities on hand for purposes of adjustment in case of a loss.

weighing service. Screenings are usually a low-priced commodity and hence the shortages disclosed, while larger by far than the average shortages on wheat need not present cause for serious alarm. The losses in the unloading of screenings are due principally to the blowing away of considerable quantities during the unloading operation.

Referring to the average losses per carload as contrasted with the average losses as given above on the basis of 1,000 pounds, we find the following figures in the cases already cited above:

Average variation per carload of flax moved.

	Short.	Over.
(a).....	36.5 lbs.	28.0 lbs.
(b).....	51.0 lbs.	37.5 lbs.
(c).....	51.0 lbs.	40.0 lbs.
Wheat movement:		
(1).....	47.4 lbs.	46.4 lbs.
(2).....	65.7 lbs.	61.5 lbs.
(3).....	68.0 lbs.	59.0 lbs.
(4).....	70.2 lbs.	60.0 lbs.
(5).....	63.0 lbs.	59.0 lbs.
(6).....	102.5 lbs.	99.5 lbs.
State-wide, all grains	77.5 lbs.	41.6 lbs.

The foregoing figures as to carload shortages and overages show that a large majority of weighing stations are competently supervised and that the facilities for handling grain to and from scales and the weighing facilities themselves, taken as a whole, are maintained in more than a fair average condition.

It goes without saying that in terminals as old as those of our State we do have some conditions that are not as modern as present-day construction and are not in as good condition as they would be if they were to be built today, but in all of these the good faith and integrity of owners is beyond question and the endeavors of the members of the Scale Department and of the State Weighing Departments in the different districts are of a co-operative nature and we believe inspire the confidence of the shipping and carrying public. The railroad companies accept State weights as the basis for a settlement of their freight charges and the commercial transactions between shippers and receivers are settled on these weights.

One other element remains yet for consideration and that is the pounds range in variations per carload. This is interesting from many angles. In an entire year's movement covering approximately 7,500 cars we find the range of shortages to run from 10 to 820 pounds per car and the range of overages to run from 10 to 480 pounds per car. On another year's movement of grain of approximately the same number of carloads we find the range of shortages from 10 to 340 pounds per car and the range of overages from 10 to 130 pounds per car. In considering these however there was only one car either of an extreme shortage or extreme overage. Analyzing one of these ranges of variations we find one month's movement showing 22 cars moved at an even weight.

54 cars moved at a loss of 20 pounds.
34 cars moved at a loss of 40 pounds.
34 cars moved at a loss of 60 pounds.
28 cars moved at a loss of 80 pounds.
18 cars moved at a loss of 100 pounds.
4 cars moved at a loss of 110 pounds.
2 cars moved at a loss of 140 pounds.
With scattering cars at losses between 140 pounds and the single car at 340 pounds.

The overages are of course materially less in number than the shortages and as a general rule the pounds per car overage is materially less than the pounds per car shortage. In this last analysis there were four cars moved that had an average overage of 90 pounds and only one car at 120 pounds and one car at 130 pounds.

In the analysis of the last movement referred to is noticed a peculiar thing. The cars moved at an even weight were 22, those at 10 pounds shortage 6, while those at 20 pounds shortage were 54. This introduces the element of the track scale versus the hopper scale and it is thought that by reason of the fact that the track scale beams

are graduated to 20 pounds, while the hopper scale beams are graduated to 5 pounds and the weighing is more often done to the nearest 10-pound graduation, this fact accounts for more cars being weighed at 20 pounds short than at 10 pounds short.

Condition of scales in State service under the jurisdiction of this department are rarely found to be the cause for large errors in weights of grain, altho the first thought of shipper and carrier is, "Are the scales right?" The shipping spouts, receiving pits, elevating legs, receiving garners, conveyors if any, garner or hopper slides or valves, one or more of them are more than likely to be the source of trouble in such a case than is the scale as a weighing machine. Then there is the other element of the combination, which is the condition of the car itself. Was it heavily sampled? Was it well swept and all grain removed? Did some grain remain behind the lining? If so, how much? The variation in these check weights due to samples sometimes amounts to 40 pounds per carload, which is a rare case, but frequently amounts to 15 pounds, and as a rule the poorer the grade the greater the number of samples taken from a given carload.

The normal variation between shipping and receiving weights over a scale of 120,000 pounds' capacity, provided one is set at $\frac{1}{4}$ pound per thousand pounds plus and the other the same amount minus, would be 60 pounds, if full capacity loads were weighed and there were no other elements considered.

This feature of scale testing and resulting weights was very strikingly brought to the attention of the department a few months ago in a movement of a large number of carloads of cleaned wheat between an elevator and a mill, both owned by the same firm, wherein no samples were taken from any of the cars. The elevator scale was set by the scale inspector at $\frac{1}{4}$ pound plus per 1,000 pounds at his regular test and inspection. This was not done with any forethought of results but in the line of his regular duties. The mill scale had been tested by another inspector a few days previous and was about as close to the zero line as can normally be found. The weights at the mill on the particular lot of cars disclosed even weights on a few cars, but in more than 75% of the cases disclosed over weights of from 10 to 30 pounds per carload. This showed conclusively that the scales were functioning exactly as was expected.

Receiving hopper scales: I cannot leave this without repeating that, the positive and urgent need is for a daily examination of the receiving pits, conveyors, legs, heads, garners, hoppers, valves, spouts and particularly of the receiving garners. If sticks come up the legs into the garners, strings or refuse lodge in the valleys or over the slides, or as frequently happens elevator cups break from the belt and lodge over the slides or valves, then shortages are sure to occur on one or more cars until some extra heavy good clean grain may cause the larger portion of the grain that is held up to move out into the scale hopper with the load then overage on the car weighed when this happening weighed which of course creates an pened.

AN APPROPRIATION of \$10,000,000 has been made by the House; to purchase food supplies for destitute women and children in Germany. The measure requires that the foodstuff be purchased in the United States and transported to Germany in shipping board vessels.

WASHINGTON, D. C.—Owing to a deficiency of time, funds and personnel, the Federal Trade Commission has explained to the senate, the Commission cannot undertake an investigation of the baking industry as that body ordered. Abolish the commission and stop meddling.

Philadelphia Equalization.

ACTING on the complaints of the Philadelphia Ocean Traffic Bureau, backed by several eastern railroads that lead into Philadelphia's export terminal, and intercoastal lines and private shippers of that territory, charging that Philadelphia was being discriminated against in favor of Baltimore, application has been filed with the Trunk Line Ass'n to establish the basic rate of Baltimore at the "Quaker city." For several years the carriers at Baltimore have been bearing the car loading and unloading charges while in Philadelphia these charges have been assessed against the shipper at the rate of about 60c per ton on eastbound movement, and are born by the steamship companies on westbound movement. The advantage which Baltimore has had over Philadelphia, by reason of the absorption of labor charges by the carriers, is illustrated in a comparison of intercoastal traffic moving through these ports in 1923. In that year general cargo traffic east and west bound via Philadelphia in this trade totaled 680,018 tons, as compared with 1,142,965 tons via Baltimore. With the equalization of rates, Philadelphia is expected to overcome this advantage in tonnage movement in favor of Baltimore.

THE AMERICAN Radio Ass'n has appointed a com'tee to "free the air of advertising." Stuart Rogers, chairman, announces that he will seek the co-operation of several organization interested protect the public against advertising hiding under the cloak of entertainment.

THE MEXICAN import duty on forage for cattle has been reduced from 0.01 to 0.005 peso per gross kilo, according to a cablegram received by the Department of Commerce from Commercial Attache Alexander V. Dye, Mexico City. Straw fodder, bran, corn husks, cottonseed cake and dog biscuits are included in the reduction.

Bills Lading That Show Estimated Weights.

BY OWEN L. COON.

In the adjustment of freight claims for the loss of grain in transit, frequently the railroad has two distinct statements by the shipper as to the loading weight. One of these statements is frequently a copy of the B/L, bearing the shipper's signature, showing, for example, 80,000 pounds. The railroad has in addition a special certificate of weight, as on the Rock Island Ry., form CT-159-A, which shows a detailed, declared weight of 87,540 pounds.

In the adjustment of such a claim the Freight Claim Department of the railroad quite naturally asks why the shipper's bill of lading should show one weight and the shipper's certificate of weight tendered at a different time should show a weight considerably in excess of what is shown on the B/L.

The explanation is comparatively simple in most cases. The bill of lading is frequently made up in time to get the car out on a train that is due very soon, or by a train that is engaged in switching at the time the loading is finished. As the elevator manager has not had time to figure up the details of his loading weight, he places 80,000 pounds or 88,000 pounds on the bill of lading. Later, he appears at the station with his certificate of weight, showing the details in full.

Country shippers in instances of this kind can avoid having the freight claim department of a railroad look with suspicion on their weights from the mere fact that they have two different loading weights, instead of one in support of a claim.

Where you do not place the actual loading weight on the bill of lading at the time it is tendered to the railroad agent for signature show plainly on the bill of lading the phrase "estimated weight, actual weight to follow."

Grain Carriers

THE GULF Coast Lines has purchased the IGN subject to approval of the authorities, and a hearing has been called for Apr. 7th in Austin.

IN THE week ended March 22, 908,651 cars were loaded with revenue freight, a decrease as compared with the previous week of 8,302 and a decrease from the corresponding week in 1923 of 8,167 cars.

TWO SHIPS of the N. M. Paterson fleet were loaded at Fort William, Ont., with wheat for export on Apr. 7, preparatory to an attempt to cut thru the 4-inch ice in the harbor and the first trip of the season on the Great Lakes.

A MINIMUM weight of 60,000 lbs. has been made on carloads of flour from, to and between points in Southwestern Freight Bureau Territory, in the interest of car conservation, according to Southwestern Freight Bureau docket No. 390.

A RESOLUTION proposing a freight rate revision to facilitate shipments of agricultural products at the "lowest possible rate" has been favorably reported by the senate interstate commerce commission. The interstate commerce commission is instructed accordingly.

APPROXIMATELY 55,000 conductors, brakemen, and switchmen, employed by 55 railroads and terminal companies in territory west of Chicago, have been granted a 5% wage increase. This will add about \$5,000,000 annually to the pay rolls of the roads granting the increases.

REPARATION has been awarded the Milwaukee Grain Elevator Co. by reduction from 76 to 61 cents in the rate on a car of barley, Newark, S. D., to Canyon, Wash., moving in October, 1918. The charge was found by the I. C. C. to have been unreasonable, as in the case of the Northern Grain & Warehouse Co.

WASHINGTON, D. C.—The first payment from a class I railroad, under the recapture clause of the interstate commerce act providing that a carrier should remit one-half of its excess net operating income, was paid by the R. F. & P. Ry. to the I. C. C., Apr. 7. It amounted to \$169,343 for the year of 1922.

WASHINGTON, D. C.—Approximately 80 carriers earned profits in excess of 6% on the value of their properties, during 1923, and according to the rough estimates of the interstate commerce commission officials, will have to pay \$36,000,000 to the commission under the excess earnings clause in the transportation act.

WASHINGTON, D. C.—When higher railroad rates are charged on a short than a long haul, the shipper from an intermediate point is only entitled to collect such damages as he is able to show he suffered, the Supreme court has announced. The question reached the court in four cases involving rates in Minnesota, New Mexico, Montana, Oregon and Washington.

MEMBERS of the Chicago Shippers Conference Ass'n are contesting the right of the railroads to levy charges under section I of rule 27 of Consolidated Classification No. 3, claiming that the railroads are trying to use steam-roller tactics to force handling charges on Chicago shippers. The proposed increases would amount to from \$6 to \$12.50 on each carload lot received in the city.

A COM'ITE to map out a plan for the co-ordination of the country's rail and water transportation facilities has been appointed by Pres. Coolidge. Sec'y of Commerce Hoover, Pres. Palmer, of the Fleet Corp., Chairman O'Connor, of the shipping board, Chairman Hall, of the Interstate Commerce Commission, Pres. Willard, of the B. & O. R. R., and Pres. Smith, of the American Steamship Owners' Ass'n, are members of the com'ite.

WASHINGTON, D. C.—The car service division of the American Ry. Ass'n reports that 42,754 cars were loaded with grain and grain products during the week ending Mar. 15. This was a decrease of 3,757 cars under the previous week and an increase of 3,472 cars over the same week last year. The reported shortage for week ending Mar. 15 was all freight 604 cars. Surplus serviceable equipment amounted to 175,002, all freight cars.

ST. LOUIS and East St. Louis transit arrangements on grain and grain products originating at stations on the C. B. & Q. R. R. on the Missouri River and beyond, when destined to Texas points, will be cancelled. Billing dated prior to Mar. 25 can be used for a year. Transit arrangements of the M. P. R. R. and the Wab. Ry., remain the same and shippers can still take advantage of the arrangements on Texas traffic in effect via those lines.

CARRIERS HAVE been authorized by the Interstate Commerce Commission to use a new rule, No. 16, covering charges imposed on Shipper's Order B/L cars being held pending the surrender of the original B/L. The American Feed Manufacturers Ass'n, after several conferences with the General Reconsigning com'ite of the railroads, secured free time on such cars during the first 24-hour period and a charge of \$6.30 thereafter. It is expected that this rule will be published shortly.

THE ALLEGATION that Omaha shippers of grain and grain products to Texas points have an unfair advantage over the Kansas City market is being brot before the interstate commerce commission. Kansas City shippers have complained for some time that Omaha has an advantage of 1½ cents per cwt. on grain using the combination thru rate. A tariff was issued to correct this difference but was suspended again upon protest of Omaha shippers. The present hearing is on this suspension.

WASHINGTON, D. C.—Chairman Hooper of the United States railroad labor board, attacked the provisions of the Howell bill, which would substitute new agencies for the present railway labor board, before the senate on Apr. 4, claiming that the proposed plan would make it easier for the railway employees to enforce their demands by strikes. He added that with a new arbitration board for each dispute, the non-partisan member would likely be without experience and could only function at a disadvantage.

ST. LOUIS, Mo.—The United States Court of Appeals remanded the Omaha grain rate rebate case, filed by the Merriam & Millard Co., for retrial. Judge Woodrough, of the U. S. District Court in Omaha, upheld the grain company's contention for recovery of overcharges on shipments between Oct. 20, 1921, and Jan. 7, 1922, which covers a period prior to the effectiveness of the present rate reduction, and following a declaration of the I. C. C. that the 1920 advance was unjust. A number of other firms had filed suit against various railroads. The Merriam & Millard case will go to the U. S. Supreme Court.

THE UNITED States shipping board may be eventually compelled to reduce its present fleet by possibly 100 ships, in spite of the economies that may result from proposed consolidations, is the opinion of steamship men who have studied the situation. The estimate is based on recent reports which indicate that losses of about \$10,000 a voyage are now being born. Some discussion has taken place among board members concerning asking the senate to increase the appropriation to \$50,000,000, instead of the stipulated \$30,000,000 but it is not expected that Congress would grant the extra sum. The North Atlantic-East Baltic consolidation, now under the management of Moore & McCormack, has announced that it would cut its line from 12 ships to 8. Future consolidations are expected to follow its lead.

WASHINGTON, D. C.—The right of the government to collect from shippers the differences between the rate actually collected and that which it held should have been collected during government control of the railroads although the claim of the government for payment of undercharge was not made until three years after the roads were turned back to their owners, was denied by the Supreme Court in a case involving the DuPont de Nemours Company, whose claim was supported by the National Industrial Traffic League of Chicago.

THE RECENT proposal of the Illinois Central R. R. to cancel transit arrangement at New Orleans on grain and grain products originating at Memphis, Tenn., St. Louis, Mo., and points in Illinois on the I. C. R. R., destined to points on the L. R. & N. line west of Naples, La., to and including Shreveport, La., were found unjustified by I. C. C. docket No. 1958, and the suspended schedules were ordered canceled. The proposed schedules, had they been permitted to become effective, would have resulted in increased rates which would not be justified.

WASHINGTON, D. C.—It would take a number of years to completely revise the freight and passenger rates of American railroads, said J. J. Esch, member of the Interstate Commerce Commission before the house interstate commerce com'ite on Apr. 3. He added that any sweeping changes would affect business disastrously. The resolution before the com'ite on revision of railroad rate structure arises from the demand of the farmers for lower freight rates. Transportation experts are of the opinion that no equitable reduction of rates on farm products could be made without a general readjustment of all rates.

WASHINGTON, D. C.—Commissioner Thompson of the Shipping Board firmly insisted that adequate tonnage exists under the American flag to make effective the preferential Section 28 of the merchant marine act, in a letter to Chairman Smith of the Senate interstate commerce com'ite. He indicated that the board had held extensive hearings at practically all American ports and said that opposition came from only three sources. He says these are railroads having preferential interchange of freight agreements or understanding; ship operators and certain organizations closely identified with the operation of vessels under foreign registry, and exporters whose buyers in foreign countries sought to designate the transport of the commodities purchased by them in the ships of their own nation.

NEW YORK, N. Y.—Steamship men and rail line representatives are getting together to work out the new regulations and tariffs necessary to the application of the preferential features of the merchant marine act, section 28, effective May 20. A rebuilding of a considerable portion of the rate structure will be necessary. Some difficulty is being encountered in establishing machinery for checking delivery of freight taking preferential rates to American bottoms. It is generally conceded that the ship owner's receipt or the B/L will be evidence that the commodities taking the preferential rates will have been loaded in American bottoms. Barring the possibility that something may occur which will interfere with the application of Section 28, the new rates will be filed on May 4.

BINDWEED is spreading rapidly in Kansas. In the heavily infested fields it is almost useless to plant any small grains. In an effort to gain control of this noxious weed the Agricultural Experiment Station at Manhattan, Kan., has prepared a bulletin telling how to identify bindweed, how it starts and spreads, where it occurs in Kansas, injurious effects, control and methods of eradicating, known as Circular 101.

Feedstuffs

GOODHUE, MINN.—Charles Amundson has started a feed mill here.

SENATH, MO.—W. E. Pool has purchased the feed store of T. A. Woods.

MEDFORD, WIS.—E. O. Paquet has sold his feed business to Fredrickson & Co.

FORREST, IND.—Sellers Grain Co. has installed a hammer mill to handle the feed business.

GAYS, ILL.—O. M. Stone & Son have sold their mill and feed store here to F. L. Wilson.

SOUTH MILFORD, IND.—The feed mill here will discontinue grinding on account of other business.

MAIL ADDRESSED to the Community Flour Mills, Inc., Olympia, Wash., has been returned unclaimed.

DELTA, UTAH.—The Tarkio Molasses Feed Co. of Tarkio, Mo., is expected to locate a plant here.

AMHERST, WIS.—J. E. Koziskowski & Son will open a flour and feed store here in the near future.

RIVERSIDE, CAL.—G. W. Jones has purchased the interest of Ed. A. Gieck in the Black & Gieck feed store.

DUBUQUE, IA.—The Central Avenue Feed Store was recently opened here. Peter Helderschelt is manager.

RIPLEY, MISS.—The Ripley Feed Co. is a new firm doing business here with Brooks Clayton as proprietor.

ST. PETERSBURG, FLA.—The Pinellas Feed Co. intends building a one-story brick warehouse costing \$7,500.

DYERSVILLE, IA.—J. H. Limback recently improved his feed plant by installing a Munson ball-bearing Attrition Mill.

HOGUAM, WASH.—H. A. Callison has sold his flour and feed business to Twin City Flour & Feed Co., of Aberdeen, Wash.

KANSAS CITY, MO.—The Ralston-Purina Co. is building a mill here that will cost approximately \$1,500,000 when completed.

CASCADE, MONT.—The Cascade Milling & Elevator Co. expects to spend \$20,000 in improving and extending its facilities.

CROCKETT, MISS.—John Craig, who operates a gin and sawmill here will early install machinery for the erection of a feed mill.

OKLAHOMA CITY, OKLA.—The feed mill building of the Belt Mill & Grain Co. was partially damaged by a wind-storm recently.

RIPLEY, MISS.—Will Nance has consolidated his feed business with that of Jim Stricklin under the firm name of Nance & Stricklin.

EVANSVILLE, IND.—Fire damaged Charles Damron's feed store on the night of Mar. 21. Estimated damage, between \$1,000 and \$1,500.

VERNAL, UTAH.—The Occidental Seed Co. of Salt Lake City, has purchased a site here for the erection of an alfalfa seed cleaning plant.

OAK GROVE, MO.—L. E. Rumbo and Shirley Caldwell, proprietors of feed and produce business here, will build a new store this spring.

Feed Movement in March.

Receipts and shipments of feedstuffs at the various markets during March, compared with March, 1923, were as follows:

	Receipts—		Shipments—	
	1924	1923	1924	1923
Baltimore, tons.....	859	1,197		
Chicago, tons.....	16,408	17,968	50,208	53,357
Kansas City, tons.....	30,448	30,212	38,760	39,084
Milwaukee, tons.....	3,550	870	25,559	28,010
New York, tons.....	280,000		67,000	
Peoria, tons.....	41,425	31,040	38,000	27,992
San Francisco, tons.....	56,095	6,587		
St. Louis, sacks.....	31,210	88,480	108,650	147,555

TWIN FALLS, IDA.—The alfalfa meal mill here was recently destroyed by fire. Loss estimated at \$7,000, partially covered by insurance.

BALDWIN, KAN.—The Douglas County Farmers Co-operative Ass'n will spend about \$800 in building a storage house for its seeds, feed, hay, etc.

HICKMAN, KY.—R. Ross Capps, of Amite, La., has purchased a half interest in the Walker Meal & Feed Co. here, and is now actively engaged in the firm.

OKLAHOMA CITY, OKLA.—C. H. Stewart, W. S. Tinsley, Jr., and C. R. Stephens have incorporated the Feeders Milling Co. with capital stock of \$20,000.

McKINNEY, TEX.—The Hill & Webb Grain Co. here now make an excellent brand of chicken and baby chick feed in addition to its regular products.

KANSAS CITY, MO.—Over 100 dealers and officers of the Ralston-Purina Co. attended a convention called by the company in the Bellevue hotel recently.

ALBANY, ILL.—A group of Albany men recently organized the Albany Co-operative Buyers Ass'n, to deal in lumber, hay, oil meal, tankage, and mill feed.

PORTLAND, ORE.—The Northwest Feed & Supply Co. has been incorporated by H. A. Thiessen, D. R. Shoemaker, and B. F. Mulkey with capital of \$50,000.

MEDFORD, WIS.—Frederickson & Co. has purchased E. O. Paquet's grocery and feed business here. Mr. Paquet will engage in a similar business in L'Anse, Mich.

MADISONVILLE, KY.—Adair Stum and R. M. Cobb recently purchased the stock and business of Corum Bros. and changed the firm name to The City Feed Store.

MINNEAPOLIS, MINN.—The American Ass'n of Cereal Chemists has arranged to hold its 10th annual convention at the Curtis Hotel, Minneapolis, Minn., June 9-14.

WASCO, CAL.—Lee Pitzer and Robert Blum have purchased the feed and grain business of H. G. Walker and changed the name to Wasco Feed & Grain Business.

Blue Island, Ill.—M. Stephan & Co. has been incorporated by W. Meyer, A. H. Soffe, and Martin Stephan, to deal in poultry, horse, and cattle feed, etc. Capital, \$25,000.

CHILLICOTHE, O.—The Foltz Flour & Feed Co. has been recently organized by P. W. Foltz. He will install new and up-to-date machinery in the building he will occupy.

BUFFALO, N. Y.—The Clover Leaf Milling Co. recently suffered damage by fire estimated at \$40,000. The building and most of the contents was destroyed. Insurance covered.

DYERSVILLE, IA.—Henry Fleckenstein recently built a feed milling plant and installed a 20-inch Munson ball-bearing Attrition Mill; a crusher; a sheller; and a 40-h.p. motor.

COLFAX, IA.—The Colfax Mill & Feed Co. store was damaged by fire recently. The fire department succeeded in extinguishing it. Estimated loss, \$1,000, covered by insurance.

LAKE CHARLES, LA.—The milling plant of the Lake Charles Rice Milling Co., with 70,000 bags of rice, was totally destroyed by fire April 3. Estimated loss, \$750,000, covered by insurance.

WASHINGTON, KAN.—A. V. Hines has opened the Federated Cereal Mills of America, here and the plant is now running full capacity in manufacturing a variety of animal feeds and cereal products.

RIVERSIDE, CAL.—Plans for locating a co-operative feed market in either Arlington or Riverside, Cal., are being made by the Southern California Milk Producers Ass'n for the accommodation of local dairymen. The proposed market would handle approximately \$75,000 worth of business per month.

NASHUA, IA.—Mellenger & Juhl recently bot the feed milling plant here and remodeled it, installing a 30-inch Munson Ball-bearing Attrition Mill fitted with two 30-h.p. motors and other equipment.

INGOMAR, O.—The Mineralized Yeast Mills reports that it has completed its mill and mixing plant and is now able to furnish mineralized yeast products and mineralized yeast mixed feeds in large amounts.

CHICAGO, ILL.—The \$50 prize offered by the American Feed Manufacturers Ass'n for the best suggestion for its new emblem was won by Miss Corna S. Hanlin of the advertising department of Swift & Co.

VALE, ORE.—The buildings of the Vale Grain & Feed Co. were almost completely destroyed by fire Mar. 13 at night. Loss, \$10,000; insurance, \$6,000. The company will resume business in a new location.

OBLONG, ILL.—Virgil Race has purchased the stock of the Oblong Feed Co. from Mitchell & Ziegler and will install electric power for grinding. He will soon be fitted to carry on a general feed and exchange business.

KANSAS CITY, MO.—Squire T. Wildhahn, St. Joseph, Mo., is the new general manager and treas. of the Nelson Grain Milling Co. Mr. Wildhahn was formerly the organizer and vice-pres. of the Excello Feed Milling Co.

MEMPHIS, TENN.—The Hypo Molasses Hay Co. has been incorporated by C. A. Gerber, G. C. Kaucher, W. E. Lundy, Thomas H. Allen, P. McIntyre and G. E. Patteson, with a capital stock of \$50,000. It will manufacture feedstuffs.

LAWRENCE, IND.—The Lawrence Feed & Fuel Co. has been incorporated with a capital of \$10,000, to deal in grain, fuel, poultry supplies, ect. The directors are Wm. V. Vansickle, H. E. Vansickle, and Martin L. McDaniel.

PALESTINE, ILL.—Miesenhelder Bros., Inc., has been incorporated by Frank R. Miesenhelder, Harry A. Miesenhelder, Kathryn Magill, Ray Miesenhelder, and W. B. Miesenhelder, with a capital of \$25,000. It will operate flouring mills and feed mills.

SPRINGFIELD, ILL.—The Champion Milling & Grain Co., St. Louis, Mo., has incorporated in Illinois to transact business. Capital stock is named at \$500,000. Of this \$1,875 will be employed in the Illinois business. R. V. Clark is the company's representative here.

ST. JOSEPH, MO.—Increased business has caused the Grain Belt Mills Co. to increase its personnel by 30 men, and adopt a 24-hour schedule. The output will be increased from 18 carloads a day to 25 carloads. The company manufactures only animal feeds.

COLFAX, WASH.—G. W. Ripley has built an addition to one of his warehouses here and will set up a chop mill to be operated in connection with his draying business. He plans further building operations during the summer which will connect his two warehouses on the Inland R. R.

Exports of Feedstuffs.

Exports of feedstuffs during February, compared with February, 1923, and for the eight months ending with February are reported by the Bureau of Foreign and Domestic Commerce as follows:

	February—		8 mos. ending Feb.	
	1924	1923	1924	1923
Bran and mid-				
dlings, tons	251	119	1,114	1,885
Cocoanut cake,				
lbs.	50,484	750	54,484	2,286,324
Corn c a k e,				
lbs.				670,560
C o t t o n s e e d				
meal, lbs., ..	864,000	4,743,635	32,047,786	99,914,091
Linseed meal,				
lbs.	1,215,854	1,758,493	6,175,559	18,621,300
Linseed cake,				
lbs.	45,239,927	37,002,146	303,627,587	318,503,434
Other m i l l				
feed, tons..	640	1,575	5,082	28,990

LAKE CHARLES, LA.—It is thought here that the recent destruction by fire of the Lake Charles Rice Milling Co.'s milling plant with its contents of 70,000 bags of rice will affect the price of that commodity. This company was the largest holder of rice stock in this country and there is already an acute shortage of rice.

NEW HAMPTON, IA.—Geo. Munson recently sold his feed mill here to Zach Kapler, of Cresco, Ia. Fred Grimm, of the Cresco mill, will manage the New Hampton mill. It is expected he will add new machinery and give the building's interior a general overhauling in view of doubling the present capacity.

HOMEWORTH, O.—The Homeworth Supply Co. has purchased the elevator of the Canton Feed & Milling Co. here. This new company is capitalized at \$65,000 and expects to do general grain, feed and implement business. It has purchased the fertilizer and implement warehouse of H. R. Heestand. W. H. Stewart is manager.

VALLEY JUNCTION, IA.—Fred K. Chandler, pres. of the Chandler Feed & Milling Co., of Des Moines, has purchased the Merrigan Feed Store here. Recently he sold his feed business at Lorimer, Ia., and Mrs. L. F. Davis, who was with the company there, has come to Valley Junction to manage his newly acquired store.

CHEHALIS, WASH.—Joseph Schuss, owner of the Chehalis Grain & Fuel Co., has purchased the grain, feed and seed business of J. W. Elston & Sons. He will enlarge the business and intends spending \$15,000 in improvements. The Thompson Feed Co. has taken over the business location and milling equipment of the Chehalis Grain & Fuel Co.

INDIANAPOLIS, IND.—The Acme-Evans Milling Co. is building a new feed mill and warehouse of reinforced concrete, fireproof construction, to replace the one which burned last October. It will be used for manufacturing corn products and a full line of dairy, horse, and chicken feeds. Provision is being made to manufacture molasses feeds.

ON THE LAST docket of the Consolidated Classification com'te it was proposed to make a new issue of proposed Rule 27, so it would be necessary for shippers to provide door protection on carload shipments of feed and other package freight. Several interests protested at the hearing and it is believed that the Classification com'te will take no further action.

ORLAND, CAL.—Wm. Weyand, proprietor of the Orland Mealfalfa mill is discussing the prospects of a high alfalfa yield this year. If he decides that there will be a heavy crop he intends to change and materially add to the facilities of the mill equipment which will furnish increased output, better quality, and efficient handling. If the crop is likely to prove small he will defer these changes until next year.

FORT MORGAN, COLO.—Suit has been brought against the Colorado Alfalfa Mills Co. for the foreclosure of a lien against its Hillrose mill, amounting to \$7,203, by the Stearns-Roger Co. of Denver. This action arises from the removal of machinery from the milling company's Riverton, Wyo., mill and installation of it at Hillrose, by the Denver concern. The defendants are contesting the suit and have filed a counter suit of \$3,806.09, alleging that the installation of a part of the equipment was unsatisfactorily executed.

KANSAS CITY, MO.—Mill feed dealers in this territory have little hope that the large trade previously maintained in central and eastern states will pick up during the rest of this season and possibly next. Business has been at a standstill for the past six months. E. M. Hibbs, manager of the mill feed department of B. C. Christopher & Co., says that dairy interests in the eastern states are now obtaining supplies elsewhere at about \$4 less than before. Bran in Minneapolis is \$3.90 a ton cheaper than in Kansas City and the freight

rate from Minneapolis to Chicago is 60 cents a ton lower than from Kansas City. "The territory east of Buffalo," says Mr. Hibbs, "has been supplied for months with Canadian bran and the situation will be worse owing to the reduction in the tariff on Canadian bran from 15% to 7½%, effective Apr. 7."

Coming Feed Ass'n Meetings.

May 7, 8, 9. Interstate Cotton Seed Crushers Ass'n, New Orleans, La.

May 28, 19, 30. National Oil Mill Superintendents Ass'n, Memphis, Tenn.

June 5, 6. American Feed Manufacturers Ass'n at Chicago, Ill.

June 9, 10, 11. Texas Cotton Seed Crushers Ass'n, Galveston, Tex.

Soy Bean Industry in Manchuria.

A decrease in the number of bean-mill operators and a wider field for their products is thought to be the only feasible solution of the present depressed condition of the soy-bean industry in Manchuria, says Consul Leo D. Sturgeon at Dairen, Manchuria. A very serious economic problem has been created by the increase in the number of bean mills in excess of the demand in both the Kwantung Leased Territory and South Manchuria as a whole.

Apart from the loss caused by the poor yield of oil which, during unfavorable years such as the last, creates serious problems, it is quite obvious that the oil milling industry is over crowded. Under the Russian regime, Dairen had only one or two small screw-shaft bean mills. At the present time there are 79 in the field with a daily capacity of 9,300 tons of beans a day or 282,200 pieces of cake. As a consequence, there is a general demand for some kind of Government curtailment. The consul states that the Dairen mills could produce 68,000,000 pieces of bean cake from 2,240,000 tons of beans by working only eight months of the year, whereas the year's record is about 31,000,000 pieces. Thus it is seen that the normal year's production could be accomplished in about four months, after which the bean mills face idleness. The same situation applies to all of Manchuria, where more than 300 mills are struggling for existence against severe competition. The only solution to the situation, in the opinion of the leading bean millers, is a restriction by law until an expansion of the foreign demand gives rise to higher prices.

By forcing the producers into a pool the Government might be able to dump the surplus on the United States markets and thereby keep the home mills running a la McNary-Haugen.

Corn and Cottonseed Meal.

It was proved that the addition of corn to a ration of cottonseed meal and hulls is more effective and profitable for finishing steers for market than a ration of meal and hulls only, in an experiment conducted by the Texas Agricultural Experiment station last summer. The steers were fed 120 days and those receiving corn gained about one-third over those fed cottonseed meal and hulls. The difference in gain was greatest during the last 30 days of the experiment, when the animals receiving the meal and hulls slowed up, practically ceasing to add weight during the final 15 days.

It required a greater number of pounds of feed to produce a hundred pound gain on the steers getting cottonseed meal and hulls than it did on those fed with corn added to the ration, but a greater amount of roughage was consumed. For the first 90 days their rations were the most economical. But the steers fed with a ration of cottonseed meal and hulls, to which ground corn was added, gained so much weight during the last 30 days and finished so much evenier and fatter that they brought a better price and produced a far better profit.

At the end of the 120-day period signs of cottonseed meal poisoning were becoming evi-

dent in the animals fed on meal and hulls only.

Hogs were allowed to follow the steers receiving the ration with corn, and yielded an average of 10.94 lbs. of pork from the droppings of each steer during the last 104 days of the experiment.

In sections where grain sorghums can be purchased more economically than corn, it can be substituted to advantage. Other experiments proved that the pound for pound feeding value of grain sorghums is practically equal to that of corn. Full details of the experiment are contained in Bulletin No. 309, Texas Agricultural Experiment Station.

The Danger of Tramp Iron.

Sadie Tonsman, a resident of Boston, Mass., recently broke two of her front teeth on a piece of tramp iron found in a loaf of bread. Incensed by the loss of two incisors she brought suit for gross negligence against Barnett Greenglass, whose bread had contained the fatal iron. The case came before the Supreme Judicial Court of Massachusetts Mar. 1, 1924.

Sadie Tonsman, according to testimony, purchased a loaf of bread from her neighborhood grocer, thru someone the court terms "her agent." The loaf she received was labeled and trade-marked, "Greenglass Bread, the Best Bread Baked."

When she attempted to bite a piece from a slice of the bread her teeth came in contact with a thin piece of iron, half an inch long and wide, and two of her incisors gave way.

The piece of metal is described as having been "covered with green stuff," and located in the center of the loaf. It assailed the Tonsman nostrils and she claimed it "smelled something terrible."

The defendants described the process of mixing the ingredients, and the machinery used, but could offer no explanation for the presence of this foreign substance in the loaf. It was reasonable for the jury to believe that the iron had gotten into the bread, presumably via the flour, during the process of manufacture. The iron had been imbedded in the center of the loaf, and the discoloration of the iron and the bad odor, indicated that the metal was there while the dough was soft, during a period of fermentation, or some other chemical change.

Judge Cox submitted an issue of negligence to the jury and instructed it to "use its own experience and such inferences as are reasonable," in determining the responsibility of the defendant. The jury decided that Sadie Tonsman had suffered injury in eating "Greenglass Bread" and returned a verdict against the defendant, as reported in 142 M. E. Rep. 756.

Magnetic separators remove iron and are an insurance against damage suits for proprietors of flour mills and mixed feed factories.

New Pacific Grain Port for Canada.

There is a possibility of Prince Rupert being a grain exporting port in the near future. For more than a year local interests there have been discussing the desirability of Prince Rupert as one of the western outlets of Canadian grain and quite recently wheat growers and exporters from Alberta and Saskatchewan have become intensely interested in the project. According to Consul Ernest A. Wakefield, Prince Rupert, in a report just received by the Department of Commerce, three different inspections were made last month for probable elevator sites, the first being conducted by the Vancouver representative of a Portland, Oregon, wheat exporting firm, followed by that of a Canadian firm having some 200 elevators throughout Saskatchewan. A final inspection was made by the Canadian Government Railway, who recommended the construction of an elevator. Possibilities of the port in connection with the export of grain seem apparent to the Canadian industry.

Seeds

THE RUSSIAN press reports a seed shortage of 150,000 tons.

MAIL ADDRESSED to J. H. Stinger, who was engaged in the feed and seed business in Orland, Cal., has been returned.

LECHBURG, PA.—J. S. McKean & Son have leased a 25x60 foot store with basement and will open a hardware and seed store, with all modern improvements.

GARDEN CITY, KAN.—E. G. Finnup and John W. Nolan recently organized the F. & N. Seed Co. and now deal in wholesale and retail field seeds here.

ROCK HILL, S. C.—A. F. Ruff of the Burr Clover Farms has issued a 10-page pamphlet dealing with burr clover, its uses, origin, value, culture, etc., exclusively.

KNOXVILLE, TENN.—Kaiser Bros., wholesale dealers, have spent several thousand dollars in their seeds department, installing new seed bins and fixtures.

SANTA ROSA, CAL.—Luther Burbank has perfected his new barley, which he calls "California hullless." It threshes out like wheat and is said to give extraordinary yields.

COLUMBIA, S. C.—The Caughman Feed & Seed Co. was recently incorporated here with a capital stock of \$15,000. It will deal in feed and seed. W. F. Caughman, pres.; J. P. Pay-singer, sec'y.

INDIANAPOLIS, IND.—But little clover has been seeded so far and much of last year's clover has been badly frozen out. Timothy meadows and pastures are beginning to show life, but are two to three weeks late.—Geo. C. Bryant, agricultural statistician.

CHEHALIS, WASH.—The Thompson Feed Co. is installing a new seed cleaning plant which it will operate in connection with its feed business. It is equipped with machinery for the cleaning of clover, alsike and similar seeds, grain, and grasses of all kinds.

MOORHEAD, MINN.—Seed corn supply is sufficient here unless the seed is drained away to Canadian and northeastern territory where we do not ordinarily sell. There is a large outside demand this year. Our tests are uniformly high owing to smallness of the moisture content in our extra early types.—D. D. Simmons.

CAMBRIDGE, MASS.—John F. Sharkey, former director of the J. Breck & Sons, Corp., with which he was connected as manager of the seeds department for over 30 years, died Mar. 8. Mr. Sharkey retired from active business in 1911 because of ill health, but many of the older members of the trade, by whom he was much esteemed, will remember him well.

DAYTON, O.—Field and grass seeds are moving fair. Clear, warm weather will increase such business. Sales and acreage are running

Imports and Exports of Seeds.

Imports and exports of seeds for February, compared with February, 1923, and for eight months ending with February, are reported by the Bureau of Foreign and Domestic Commerce as follows:

IMPORTS				
	February—	February—	8 mos. ending Feb.	
	1924	1923	1924	1923
Alfalfa, lbs....	836,754	257,327	10,479,242	4,266,687
Peas, lbs....	4,761,928	11,341,495	27,426,124	9,198,913
Clover, lbs....	9,027,787	538,656	35,097,054	9,883,621
Other grass seeds, lbs....	306,990	1,145,138	4,086,028	9,409,408
Peas, lbs....	2,709,371	2,785,386	11,225,371	21,855,547
EXPORTS				
Alfalfa, lbs....	17,649	58,591	280,001	329,765
Peas, bus....	63,225	45,996	542,101	424,011
Peas, lbs....	4,356	7,896	82,278	61,414
Clover, lbs....	25,521	201,642	487,389	3,928,038
Timothy, lbs....	2,827,438	2,815,763	10,737,129	13,274,106
Other grass seeds, lbs....	202,431	201,983	2,769,038	3,260,889

about the same as other years. Farmers in this locality are not generally testing their seed corn and it is going to be difficult to supply the demand expected. There is a large supply of soybeans and a fair demand for them.—Martin Seed Co.

LOUISVILLE, KY.—The Kentucky pure seed bill, which was introduced by the state experiment station and had the support of seed jobbers thruout the state, did not come up for action before the General Assembly. Probably it will be re-introduced early in 1926. Had it passed it would have put Kentucky seed laws on a par with those of most other states.

WILLAMETTE, ORE.—Perennial rye grass seed is being grown in commercial quantities in this section and the acreage will be increased this season. Last fall seed companies contracted with the farmers for seed, offering to pay 4½ to 5 cents per pound. Many of the farmers accepted and about 5,000 acres of the Willamette valley was sown. The ordinary yield on this seed is between 800 and 1,500 lbs. per acre.

DES MOINES, IA.—Red clover is in large demand at the present time, especially domestic grown seed, tho the expected increase has not come because the poor weather conditions that have been prevalent. The demand for alfalfa in this locality is poor tho the western part of the state reports a demand quite good. A big demand is expected for high grade seed corn and it is doubtful whether orders can be readily handled.—Standard Seed Co.

TOLEDO, O.—Clover market has ruled firm. The cash demand has proved very disappointing. The late spring has made a great deal of difference in the demand and it looks as though Toledo would probably carry over a fair amount of seed. A few lots of domestic clover brought fair prices this week, but the demand is very limited for foreign contract. October seed has ruled steady with trade extremely light. Scattered damage reports are being received and with little growing weather outside trade may be stimulated. We doubt very much if cash houses will hedge their carry over in October inasmuch as October calls for domestic prime on contract. We feel favorable to the purchase of October on small breaks.—C. A. King & Co.

IMPORTS OF forage plant seeds, permitted entry into the United States under the seed importation act, for the period covering July 1, 1923, to Mar. 31, 1924, in pounds are: 10,781,900 alfalfa, 733,000 Canada bluegrass, 9,586,300 alsike clover, 6,893,000 crimson clover, 22,821,200 red clover, 1,260,500 white clover, 74,000 clover mixtures, 300 meadow fescue, 100 grass mixtures, 560,000 broom-corn millet, 157,800 foxtail millet, 581,200 orchard grass, 5,848,900 rape, 100 redtop, 1,744,100 English ryegrass, 931,600 Italian ryegrass, 2,683,700 hairy vetch, and 663,900 spring vetch; compared with imports for the same period of a year before which were 8,094,700 alfalfa, 713,000 Canada bluegrass, 5,274,300 alsike clover, 1,684,700 crimson clover, 407,500 red clover, 387,400 white clover, 14,800 clover mixtures, 2,600 agrostis mixtures, 100 grass mixtures, 2,907,200 broom-corn millet, 65,200 foxtail millet, 768,000 orchard grass, 6,239,500 rape, 8,100 redtop, 1,611,100 English ryegrass, 784,600 Italian ryegrass, 1,317,900 hairy vetch, and 1,606,300 spring vetch.

Incubator for Testing Corn.

It is possible to use an incubator to test seed corn and attain satisfactory results. The trays may be filled with old sawdust and finely ground limestone covered with an old cloth. Kernels should be placed in such a manner that track of the ears from which they came may be kept. To this end squares should be marked and numbered on the cloth that covers the sawdust.

A temperature between 70 to 80 degrees will

give the best results. It is not necessary to keep it uniform. The air should be changed frequently as corn needs more ventilation than eggs.

Seven to eight days will germinate the seed sufficiently so the reading may be readily taken.

Kota Seed Distributing Ass'n, Incorporated.

The Kota Seed Distributing Ass'n, a mutual, nonprofit corporation organized to distribute pedigreed seed grain, mostly wheat, to farmers who need it, has been granted a revolving fund of \$100,000 by the Agricultural Credit corporation.

This new ass'n, with headquarters in Fargo, N. D., will finance the distribution of Kota seed wheat, of which there is now about 75,000 bushels in North Dakota, to farmers thru the community banks. It will sell in car-load lots only, and act as a buffer between the credit corporation and the farmer, in furnishing good seed. It is believed that a seed lien basis will be used by the distributing banks. The seed is to be sold at a lower rate than that generally received for this variety and no profit is to be made on the transaction.

Kota wheat is considered especially adaptable for the wheat fields of North Dakota. It resists rust and produces larger yields than any other variety under the conditions found in North Dakota prairies.

Toledo Seed Prices.

TOLEDO, O.—Cash clover demand has been extremely disappointing. A few days of spring-like weather which we are now having should stimulate cash demand. On account of slow demand it looks as though some seed will have to be carried over into another season. There is very little risk with October selling about \$1.00 over cash and likely to be stabilized around \$12.00. The acreage is short and indications are for another small crop of clover. Large imports held market in check this year. It is doubtful whether Europe can repeat with another large crop. Dealers consider that the sowing season is two or three weeks late, and that clover will be in demand throughout the month of April. The propaganda that has been sent out by farm agents, experimental stations, etc., in opposition to the use of European clover seed made it difficult to sell such seed early in the season and affected the market in general. However, on account of scarcity of domestic clover there has been a better demand for foreign seed of late. France advises that their export duty of 25% established on all seeds a short time ago has been temporarily withdrawn. New York reports imports 900 sacks for week ending Apr. 5.—Southworth & Co.

Receipts and Shipments of Seeds.

Receipts and shipments of seeds at the various markets during March, compared with March, 1923, were as follows:

FLAXSEED				
	Receipts—	Receipts—	Shipments—	
	1924	1923	1924	1923
Chicago, bus....	43,000	1,000	3,000	4,000
Duluth, bus....	104,800	75,256	140,501	30,427
Milwaukee, bus....	12,870	101,274		73,924
Minneapolis, bus....	229,280	319,480	187,920	82,006
New York, bus....	634,000			
Superior, bus....	93,521	72,293	45,945	7,939
Winnipeg, cars, bus.	129			152,607
TIMOTHY				
Chicago, lbs....	1,815,000	1,697,000	3,206,000	3,291,000
Milwaukee, lbs....	724,700	1,235,551	787,990	2,216,330
Toledo, bags....	1,215	1,144	1,670	4,313
CLOVER				
Chicago, lbs....	2,054,000	1,825,000	1,437,000	1,252,000
New York, bags....	2,417		2,131	
Milwaukee, lbs....	152,646	248,006	1,207,477	1,912,723
Toledo, bags....	4,863	8,341	5,315	12,009
KAIFR AND MILO				
Ft. Worth, cars..	101	40	4	
Kansas City, bus.	398,200	169,400	294,000	154,000
St. Joseph, lbs....	4,500	7,500		
St. Louis, lbs....	74,400	18,000	56,310	6,920
ALSIKE				
Toledo, bags....	318	1,804	2,250	4,378

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

ARKANSAS

Brinkley, Ark.—The Short-Fisher Co., dealing in grain, feed and flour, recently started business here. The firm is composed of R. E. Short of Goodwin, and N. W. Fisher of Lemar, Mo.

CALIFORNIA

Los Angeles, Cal.—The Standard Flour Co. has been incorporated for \$50,000.

San Francisco, Cal.—The American Milling & Warehouse Co. has been incorporated for \$100,000 by R. B. Hoffman, W. P. Shakelton and A. Rehwooldt.

San Francisco, Cal.—The slight fire that occurred in our warehouse recently, did only negligible damage, all of which was covered by insurance.—The A. W. Scott Co.

San Francisco, Cal.—J. D. O'Brien, who has been associated with McDonnell & Co., died Mar. 22. Mr. O'Brien was connected with the grain trade in Winnipeg for many years, and was a member of the firm of O'Brien & Martin.

CANADA

Medicine Hat, Alta.—We have let the contract for our 100,000-bu. addition, and work has already started.—Lake of the Woods Milling Co.

Vancouver, B. C.—It is said that the United Grain Growers will erect an elvtr. here. The elvtr. is to have a capacity of 1,500,000 bus. and will cost between \$1,500,000 and \$2,000,000.

Winnipeg, Man.—John Bain, former mgr. of the Canada West Grain Co. here, is facing trial charged with misappropriating \$2,700 of the company's funds while he was in that position.

Toronto, Ont.—J. G. Beatty & Co. have gone into bankruptcy, on the petition of W. D. Thomas, who stated that the firm owes him \$16,000. The firm traded in stocks, grain and provisions.

Port Arthur, Ont.—The owners of the Davidson & Smith elvtr. will sell their plant to the McCabe grain interests of Winnipeg. This elvtr. is being leased by the Smith Murphy grain interests, and is operated by the Reliance Elvtr. Co.

Vancouver, B. C.—The Vancouver Harbor Commissioners' Elvtr. No. 3, formerly the Woodward's elvtr., is now in operation. Inspectors and a weighmaster have been appointed, altho no license from the board of grain commissioners has been issued.

Edmonton, Alta.—The contract for the new terminal elvtr. to be erected here by Spillers Ltd., of London, England, has been let to Carter, Halls & Aldinger of Winnipeg. The elvtr. which will cost over \$1,000,000 and have a capacity of 2,500,000 bus., is to be completed by Sept. 15.

Vancouver, B. C.—The British Oriental Grain Co. will take over the grain cleaning plant now operated by the Vancouver Harbor Board, as soon as sufficient facilities to load for sea are provided. The British Oriental Grain Co. is converting a large wooden hull into a grain lighter. When finished, the lighter will be able to take grain at any elvtr. and proceed to any port of the harbor to discharge to ships.

Port Arthur, Ont.—The Saskatchewan Co-op. Elvtr. Co. is improving its plant by the addition of cleaning machinery and other equipment.

Vancouver, B. C.—Leslie Boyd, chairman of the Board of Grain Commissioners, announced that the dispute which tied up the grain loadings at the Vancouver elvtr. had been settled. The Harbor Commissioners have agreed to make the required registrations of warehouse receipts for the Grain Commission Board. The Vancouver Harbor Board hold that their port has been discriminated against, and that the Canada Grain Act has been violated repeatedly.

Goderich, Ont.—A number of citizens recently went to Ottawa and urged the Canadian government to continue deepening the harbor here. They explained that this city has the only harbor on the eastern shore of Lake Huron, and is the only grain port of Western Ontario. The plea for better facilities at this harbor was indorsed by 32 Canadian and American shipping firms. The Goderich Elvtr. Co. spent \$400,000 in building elvtrs. last summer.

COLORADO

Longmont, Colo.—Receivership for the Farmers Union Co-op. Elvtr. & Supply Co. and the Union Milling Co. has been asked. Geo. Caywood claims that the Farmers Elvtr. & Supply Co. had given him a \$1,000 note in Aug. 1922 and had failed to pay it. The complaint states that the elvtr. company has transferred its assets to the Union Milling Co. The company also has failed to pay a \$75,000 bond issue, and not even the interest had been paid, it is said. M. D. Coffin is pres. of both concerns. The Union Milling Co. has recently been incorporated.

IDAHO

Pocatello, Ida.—Strauss & Co. has succeeded the Northern Grain & Warehouse Co.

ILLINOIS

Toulon, Ill.—Wrigley & Walters have installed a Kewanee All Steel Truck Lift.

Belleville, Ill.—John Kloess, 68, founder of the Richland Milling Co., died recently.

Douglas, Ill.—T. E. Gorham has been appointed mgr. of the Inland Grain Co.'s elvtr.

Astoria, Ill.—Harvey Mammert has been appointed mgr. of the Farmers Elvtr. Co.'s elvtr.

Jacksonville, Ill.—We have moved our general office here from Springfield, Ill.—C. R. Lewis & Co.

Alvin, Ill.—C. D. Williams of Danville bot an old elvtr. here and will probably wreck it.—Geo. L. Merritt.

East Lincoln, Ill.—The capital stock of the Township Line Grain Co. has been increased from \$6,000 to \$20,000.

White Hall, Ill.—H. W. Roodhouse recently sold his grain and feed business to Luther Doyel and R. E. Shaw (Doyel-Shaw Grain Co.).

Danvers, Ill.—At the annual meeting of the Danvers Farmers Elvtr. Co., the stockholders discussed the advisability of changing to the co-op. form of organization. A 15% dividend was declared and a surplus of \$47,000 was shown.

Augusta, Ill.—O. W. Alexander has now full charge of the Farmers Co-op. Elvtr. Co.'s elvtr., succeeding Albert Alexander.

Cairo, Ill.—It is reported that a concrete elvtr. will take the place of the I. C. elvtr. at Thirtieth and Ohio streets, which is being wrecked.

Decatur, Ill.—J. D. Johnson recently purchased plant "C" of the old Shellabarger Mill & Elvtr. plant of the American Hominy Co. for \$52,000.

Oswego, Ill.—A. M. Dysart, former mgr. of the Farmers Grain Co.'s elvtr. here, has gone to Ottawa, where he is managing the Farmers Co-op. store.

Littleton, Ill.—V. A. Horney, former mgr. of the Littleton Farmers Elvtr. has gone to Quincy and entered the wholesale flour and feed business.

Allerton, Ill.—Frank G. Anderson, who has been mgr. for the last five years, has accepted a position with the Home Lumber Co., and took charge April 1.—Harry Allen.

Astoria, Ill.—The business of the Astoria Shipping Ass'n has been taken over by the Farmers Elvtr. Co., which will ship livestock in connection with the grain business.

Clarion (Mendota p. o.) Ill.—Wm. Bilhorn will serve as assistant mgr. to me at the Clarion elvtr. J. P. Schneider, former mgr. has moved to a farm.—Chas. E. Gallagher.

Kempton, Ill.—Harrison, Ward & Co. have sold their elvtr. here to Otis J. Bear of Hicksville, O. Mr. Bear has taken possession. The deal was consummated by James M. Maguire.

Weedman, Ill.—The Weedman Grain & Coal Co., incorporated; capital stock, \$12,000; incorporators, W. E. Mortland, F. L. Schneman, J. F. Saxton, D. J. Walter and Harry W. Reid.

North Aurora, Ill.—North Aurora Elvtr. Co., incorporated; Geo. W. Schneider, Hugh Cowan, W. H. Cowan, and P. T. Nickets, incorporators; capital stock, \$28,000. The company will deal in grain, seeds, farm products and coal.

New Boston, Ill.—The Bloomington Construction Co. recently received a contract to erect an elvtr. for the Farmers Co-op. Ass'n for \$19,500. The building will be 36x42 and 60 feet to the plate, with a cupola extending up 24 feet.

Clinton, Ill.—Harrison, Ward & Co. have transferred their interests at Fullerton, Dewitt, Birkbeck, Wapella and Craig to C. F. Scholer of Bloomington, and Harry Gring of Farmer City. Harrison, Ward & Co., now confine their efforts to their properties at Keokuk, Ia., Decatur, and Peoria, Ill. They will do track buying at these places, and continue to deal in seeds at Keokuk, and operate the storage and transfer elvtr. at Decatur. Scholer and Gring have been in business in central Illinois for many years.

CHICAGO NOTES.

The creditors of E. W. Wagner & Co. will receive a 10% dividend. This makes 65% paid so far.

The rate of interest for advances on Bs/L for April has been set by the directors of the Board of Trade at 6% per annum.

Ben E. Sincere has been made a general partner in the firm of Chas. Sincere & Co., who will remove May 3 to the new Illinois Merchants Bank Bldg.

Frank C. Hollinger, mgr. of Logan & Bryan, Chicago, and formerly mgr. of that firm's office in Omaha, died April 6. The Omaha Grain Exchange closed early, on the day of his funeral, in respect to his memory.

The membership in the Board of Trade Mutual Benefit Ass'n is steadily increasing. E. G. Heeman, acting sec'y of the special com'tee of 25 members appointed to get new members, has 22 applications and more prospects.

On the charge of trading as brokers against the order of a customer Emil Wagner, Frank Donaldson, Chas. Johnson and Ernest Tietgens, of the bankrupt firm of E. W. Wagner & Co., were indicted at New York Apr. 3. District Attorney Gibbs alleges that the firm used 12 house accounts to cover up trading against its customers.

N. Wilma of Stuart, Ia., and F. A. Bean of Minneapolis have been admitted to membership in the Board of Trade. The following memberships have been transferred: D. McKinnon, C. H. Diffenderffer; Est. John Hill, Jr.; Chas. H. Klein, E. J. Burke, Thos. J. Brown, Est. Isaac N. Need, Est., Leon Euziere, J. A. Harrison, C. W. K. Hvale, A. Ettlinger, E. D. W. Pogue and Est. Chas. H. Hulburd.

INDIANA

Lincoln, Ind.—A sheller, cleaner and grinder will be installed in the elvtr. of the Lincoln Elvtr. Co.

Bowers, Ind.—The Farmers Grain & Seed Co., whose headquarters are at Darlington, will remodel its power plant.

Jefferson, Ind.—I am operating the elvtr., which I recently bot from the Jefferson Grain Co., under the name of H. M. Unger.—H. M. Unger.

Winthrop, Ind.—A 60-h.p. automobile gasoline engine has been installed to furnish power for the large grain elvtr. of the Winthrop Grain Co.

North Manchester, Ind.—Sam Bowen, of Urbana, has purchased a partnership in the North Manchester Milling Co. Mr. Bowen operates an elvtr.

Sheridan, Ind.—Walter White has succeeded Ingle Tarris as mgr. of the Farmers Co-op. Elvtr. Co.'s elvtr. Mr. White has been mgr. of the elvtr. of the Noblesville Milling Co.

Russellville, Ind.—I have installed a hammer mill in a new warehouse adjoining the west side of the elvtr. The mill is operated by a 50 h.p. single phase motor, 220 volts.—J. R. Wilson.

Sandborn, Ind.—The Wabash Grain elvtr. was destroyed by fire Mar. 19, at night. Loss, \$20,000. The owner, Roy Clodfelter, has been remodeling the elvtr. since last summer, in order to make it fire proof.

North Salem, Ind.—W. W. Busenbark of the Busenbark Grain Co., Crawfordsville, was cut and bruised about the head and face when his automobile hit the end of a bridge near Lapland recently. The car was badly damaged.

Fort Wayne, Ind.—Alva R. Ford recently joined forces with Mr. Fisher and they formed the firm of Ford & Fisher, dealing in grain, stocks and bonds on a commission basis. The new firm is approved by the Board of Trade.

North Manchester, Ind.—The North Manchester Milling Co. has bot a mill at Webb, Miss. The machinery of this mill will be sent here and stored until a building is erected. Work on the proposed building will begin as soon as the weather permits.

Greensburg, Ind.—The R. A. McCoy elvtr. has been leased to the Decatur County Farm Bureau, possession to be given May 1. The new management will operate along similar lines, dealing in grain, feed, coal and other commodities. C. L. Hunter is the new manager.

Decatur, Ind.—The elvtr. equipment and real estate of the Adams County Exchange has been purchased by fifteen former stockholders, at a receiver's sale, for \$12,225. The name has been changed to the "Farmers Equity." The directors and stockholders will hold a meeting soon, to decide whether the elvtr. will be operated by the owners, leased or sold. A later report states that the elvtr. was leased to E. Zimmerman for two years.

Boyleston, Ind.—The Boyleston Grain Co., owned by Greenwood & Washburn, was sold to C. E. Van Steenberg of Frankfort, who will continue the business in the same name.

IOWA

Stevens (Lakota p. o.) Ia.—An elvtr. will be built here soon.

Coulter, Ia.—The Farmers Elvtr. Co. has installed a Kewanee All Steel Truck Lift.

Parkersburg, Ia.—A. Eisenschmidt is assistant mgr. of Glenn C. Shuck's elvtr.

Nevada, Ia.—The Deola Milling Co. recently installed a Munson Ball Bearing Attrition Mill.

Irvington, Ia.—J. C. Mawdsley has succeeded Bert Norton as mgr. of the Farmers Co-op. Ass'n.

Estherville, Ia.—A. F. Stockdale of Stockdale & Maack Co., died April 2, following an operation.

Dennison, Ia.—The plant of the Doud Milling Co. sustained a small loss from lightning on Mar. 28.

Gilbert, Ia.—Having bot the Farmers Elvtr. at Whitten, Ia., I will sell my elvtr. here.—G. D. Mabie.

Greene, Ia.—Ed. Hildebrand has succeeded J. H. Bratcher as mgr. of the Farmers Co-op. Elvtr. Co.'s elvtr.

Madrid, Ia.—We have purchased the elvtr. here from Arthur McCabe, and are now in full charge.—Lundahl & Check.

Portland, Ia.—Work on the elvtr. of the Portland Co-op. Co. will start as soon as \$7,500 additional stock is sold.

Burlington, Ia.—The Derby Mills elvtr. is being razed. This elvtr. is an old landmark here, and was built out of white pine.

Welton, Ia.—J. H. Phelps is in charge of the corporation, which has been organized to take over the M. J. Hughes grain business.

Abbott, Ia.—Herbert Strahorn has been retained as mgr. of the Farmers Elvtr., which was recently purchased by Fred Ackerman.

Garwin, Ia.—The Midwest Lumber Co. is successor to the Garwin Farmers Elvtr. Co., which recently went into the hands of a receiver.

Guthrie Center, Ia.—Wm. Browning, formerly mgr. of the Farmers Elvtr. Co., left town, owing the elvtr. company and various other firms.

Solon, Ia.—The Solon Milling Co. has been incorporated by J. Severs, P. Upmeyer, Lee Ulch, A. Kelda, and J. B. Brown. Capital stock, \$7,500.

Lakota, Ia.—The Farmers Co-op. Elvtr. Co. of Stevens has bot one of the elvtrs. owned by Greig & Stockdale, and will move it to Stevens soon.

Cambridge, Ia.—C. D. Anderson, former mgr. of the Farmers Elvtr. Co.'s elvtr. here has been arrested on a charge of larceny by embezzlement.

Hopkinton, Ia.—J. F. Fear has installed another Munson Ball Bearing Motor Driven Attrition Mill. The first one was installed 18 months ago.

Bradford, Ia.—A. Bottke has been appointed mgr. of the Farmers Elvtr. Co.'s elvtr. here. Mr. Bottke has been employed by the Farmers Elvtr. Co. at Iowa Falls.

Davenport, Ia.—The J. C. Shaffer Grain Co., of Chicago, has opened a branch office in the Kohl building. Wichelman & Co. has the office on a customer's basis.

Ericson, (Boone p. o.) Ia.—The Ericson Co-op. Elvtr. & Live Stock Co. has been incorporated for \$25,000. The officers of the company are, F. J. Cooper, pres., H. G. Cooper, vice pres., and S. A. Riker, sec'y-treas.

Des Moines, Ia.—Taylor & Patton Co. recently bot the new concrete elvtr. which was built for the Iowa Corn Products Co. This company now has two elvtrs. here.

Chelsea, Ia.—Chas. Taffian recently installed a 24-inch Munson Ball Bearing Attrition Mill, equipped with a 2-20 h.p. motors. A Sidney Corn Sheller has also been installed.

Dike, Ia.—L. Christiansen has been retained as mgr. of the elvtr. recently bot by the Gifford Grain Co. An electric motor will be installed in the spring.—Agent, Gifford Grain Co.

Marion, Ia.—The Farmers Elvtr. Co. recently exchanged its 24-inch Munson Mill for a 30-inch Munson Ball Bearing Attrition Mill with a 2-40 h.p. motors. An ear corn drag was also added.

Melbourne, Ia.—On account of the change in the mail route, all mail for me should be addressed to Route No. 2, Melbourne, Ia.—Dan Glidewell. Mr. Glidewell is of the firm Pot-hast & Glidewell, Van Cleve, Ia.

Iowa Falls, Ia.—O. M. Wood, who has had charge of the ReQua Bros. grain business, will continue in the grain business. ReQua Bros. have closed their office here. W. W. Sylvester will continue to represent ReQua Bros. on the road.

Keokuk, Ia.—Citizens of this city have subscribed more than \$100,000 for the purpose of reopening the Purity Oats plant, which has been closed since the failure of the American Hominy Co. The plant will be opened by the Rich Bros., who were in Chicago together with H. S. Walker, for the purpose of buying the plant.

Dinsdale, Ia.—On Mar. 28, a warehouse board was organized in order that the grain growers may seal, under protection of the law, inspected cribs or bins of their product. R. W. Cassady, state sec'y. of agriculture, has authorized the following com'te to proceed with organizing a warehouse board: Claus. Raum, K. Lundt, H. D. Schmidt, M. Jensen and Frank Cold. It is said that two have applied for permits to store their grain and get receipts, on which they will have the right to borrow money.

Des Moines, Ia.—Harper & Sons, with headquarters here, and branch offices at Fort Dodge, Ottumwa, Perry and Carroll, closed their doors Mar. 31. The following statement was issued by Mr. Harper: "On account of the severe decline in the stock market recently, and the break in wheat and corn, we were unable to collect on margins on open trades." Lamson Bros. & Co., Chicago brokers, said that Harper & Son had unexpectedly instructed them to close their accounts with the Iowa firm in grain and stocks. It is reported that the firm will settle for 60 cents on the dollar.

Sheldon, Ia.—The National Farmers Elvtr. Commission Co. has recently been organized for the advanced purpose of handling grain from the local farmers elvtr. companies in the terminal markets. The promoters claim it will bring the producer and consumer closer together and eliminate part of the handling cost. This new venture will do nothing of the kind. It will attempt to displace a service performed by tried men of long experience with an inefficient service performed by men new to the grain commission business. Why the large capital stock? It is expected that the authorized capital stock of \$250,000 will be fully subscribed within a short time, and an office opened in Chicago. The temporary officers are G. M. Dyer, Spencer, Ia., pres., and J. P. Larson, Ft. Dodge, sec'y. P. J. Baadte, Sheldon, Ia., and Mr. Van Wyk, Hull, Ia., were named on the temporary board of directors. A meeting will be held soon to make a permanent organization, and it is thot probable that the temporary organization would be made permanent.

KANSAS

Chetopa, Kan.—John F. Shields, 70, well known grain dealer, died Mar. 24.

Buffalo, Kan.—The Buffalo Grain Co.'s elvtr. was badly twisted by wind March 28.

Osborne, Kan.—Max Koessling of Bloomington, is building a large grain elvtr. here.

Mound City, Kan.—The Farmers Grain Co. has been incorporated. Capital stock, \$7,000.

Palco, Kan.—Part of the iron siding on the Western Star Mill Co's. elvtr. was blown off.

Rexford, Kan.—Robt. Ewbank has installed a Kewanee All Steel Truck Lift in his elvtr.

Vaughn, Kan.—The Conklin Corp. Elvtr. Co.'s elvtr. was badly damaged by wind March 28.

Coffeyville, Kan.—Harry Smith was recently elected mgr. of the Rea-Patterson Milling Co.

Muscotah, Kan.—Kilby Brun has succeeded E. Miller as mgr. of Mrs. F. B. Kelly's elvtr. here.

Anthony, Kan.—Robbers recently stole \$35 from the safe of the Anthony Farmers Co-op. Elvtr. Co.

Glasco, Kan.—The windstorm slightly damaged the roof of the C. E. Robinson Elvtr. Co's. plant.

Wakeeney, Kan.—A. Schofield has succeeded A. D. Richter as mgr. of the Trego County Co-op. Ass'n.

Pratt, Kan.—The metal smoke stack on the plant of the Kansas Flour Mills Co. was blown down Mar. 28.

Augusta, Kan.—Robbers recently stole cash and checks amounting to \$100 from the Boose-Marshall Grain Co.

Chetopa, Kan.—The windstorm damaged the roof of the cupola of the Chetopa Grain Co's. elvtr. here Mar. 28.

Archer, (Liberal p. o.) Kan.—The H. B. Wheaton Grain Co's. elvtr. has been slightly damaged by the windstorm.

Schroyer (Blue Rapids p. o.) Kan.—Henry Schimmels has been appointed mgr. of the Farmers Co-op. Livestock Grain & Mercantile Ass'n.

Axtell, Kan.—The old Connet elvtr. on the K. C. N. W's. right-of-way has been sold at public auction to A. Kraemer, who will have it razed.

Effingham, Kan.—I have purchased Snyder & Henderson's elvtr. here and am operating it under the name of Hegarty Grain Co.—Chas. Hegarty.

Morganville, Kan.—The elvtr. of the C. M. Alspach Grain Co. burned Mar. 23, at night. This elvtr. was formerly owned by the Silver Grain Co.

Coldwater, Kan.—The Diamond Star Mill has been purchased by Dr. T. H. Crawford. It was erroneously reported that this mill had been bot by other parties.

Viola, Kan.—The two elvtrs. owned by the Kansas Flour Mills Co. have not been operated for over a year and that company has not had a representative here since that time.

Tresham (Winfield p. o.) Kan.—The office of the Arkansas Milling Co. was moved from its foundation by the windstorm. The elvtr. doors will not close and the machinery is out of line.

Wichita, Kan.—Why does the Kansas Co-operative Wheat Marketing Ass'n persistently refuse to make public any information regarding the cost of marketing wheat thru the pool?

Washington, Kan.—A branch of the Federated Cereal Mills of America will soon be opened here by A. V. Hines and C. J. Lonacre of Drexel, Mo. They have leased the Swan building.

Eric, Kan.—The cupola roof of the elvtr. of the Erie Farmers Union Co-op. Ass'n has been damaged by the windstorm.

Bremen, Kan.—Henry Duever is mgr. of the newly organized Farmers Elvtr. Co.—Marietta Stock & Grain Co., Marietta, Kan.

Garden City, Kan.—The Garden City Co-op. Exchange has purchased the Garden City Elvtr. Co's. elvtr. Geo. A. Smith is mgr. of the Garden City Co-op. Exchange, having succeeded A. B. Everly.

Garden City, Kan.—The Everly Grain Co. has been organized and has started business, in the building formerly occupied by the L. A. Dockum Elvtr. A. B. Everly, who is head of the firm, has bot a site and will build this season.

Hutchinson, Kan.—Carl Hipple has practically discontinued all grain business and has entered the oil business, resigning as president of the Board of Trade. Paul Gano has been elected to fill the unexpired term in the latter office.—Cal.

Hutchinson, Kan.—Chas. W. Colby, who recently severed his partnership connection with the Hutchinson Grain Co., has entered the grain business on his own account under the name Colby Grain Co. He will do a general carlot business.

Kinsley, Kan.—There is some talk of the Wichita & Northwestern Ry. Co. building the Mid-Kansas Grain Co's. elvtr. on the corner where the company's depot now stands. O. P. Byers, railroad contractor, has been here looking over the ground.

Protection, Kan.—D. W. Brite has resigned as mgr. of this company and will leave June 1. Mr. Brite has acquired an interest in an elvtr. here, owned by the Southwest Grain Co. of Hutchinson, Kan., and will assume management June 1. N. B. Certain will succeed Mr. Brite as mgr. of this firm.—Farmers Co-op. Grain & Supply Co.

KENTUCKY

Hopkinsville, Ky.—The flour mill owned by J. W. Chestnut and W. G. Orr was destroyed by fire.

Hopkinsville, Ky.—Part of the fire wall on the one story brick warehouse of the Acme Mills was blown down. Elvtr. "A" was damaged by the falling bricks of the warehouse on Mar. 29.

Horse Cave, Ky.—The flour mill of R. P. Poynter & Son burned Mar. 20, in the afternoon, together with 6,000 bus. of wheat. Only the books and papers in the office were saved. Loss, \$35,000. The fire was caused by the explosion of a torch used to start an oil engine.

LOUISIANA

New Orleans, La.—We are indebted to H. S. Herring, sec'y-treas. of the Board of Trade, for a copy of the forty-first annual report of the trade and commerce of New Orleans for the year 1923.

New Orleans, La.—Martin J. McEvoy, 91, the oldest employe of the Board of Trade died lately. Mr. McEvoy has been with the Exchange for 48 years. Pres. Thos. Cunningham appointed an official delegation including the past presidents of the Exchange, to attend the funeral.

MARYLAND

Frederick, Md.—Fire destroyed the elvtr. and 4,000-bus. wheat of the Frederick County Farmers Exchange, on Mar. 28.

Chewsville, Md.—H. P. Rowland has purchased the flour mill formerly owned and operated by the Chewsville Milling Co. Mr. Rowland took charge Mar. 15.

Baltimore, Md.—On April 3, the Port Covington Elvtr. of the Western Maryland Railroad Co. was closed for repairs.

Baltimore, Md.—J. W. Shirley, who has been traffic mgr. for the Hammond, Snyder, Co., Inc., grain exporters, recently resigned his position to enter the insurance business in Hagertown, Md.

MICHIGAN

St. Joseph, Mich.—J. M. Ball, former member of the Chicago Board of Trade, died here Mar. 28.

Scottsville, Mich.—Miller Bros. purchased the flour and grist mill owned by Noah Bellamy. Mr. Bellamy will remain at the mill for a short time.

Portland, Mich.—The Valley City Milling Co., which recently bot the flour mill and water rights of the Portland Milling Co., is increasing the capacity of the mill and will make other improvements.

Marine City, Mich.—The Marine City Farmers Elvtr. Ass'n recently purchased the Alonzo A. Arnold mill for \$6,000. The mill will be converted into an up-to-date elvtr. and is to be ready for use July 1.

Lawndale, Mich.—The Central Hay & Grain Co's. elvtr. burned Mar. 18, causing a loss of \$8,000. Partly insured. The fire started at 11 a. m., and the employees of the company tried to extinguish it before calling the fire department. The elvtr. was in ruins when it arrived.

MINNESOTA

Appleton, Minn.—The Columbia elvtr. here is closed at present.—C. S. Stilwell.

Minneota, Minn.—The Eagle Roller Mill Co. has installed a Kewanee All Steel Truck Lift.

Crookston, Minn.—The Crookston Mill & Elvtr. Co. has purchased a 60-inch Simplex Cleaner.

Rochester, Minn.—Mail addressed to the G. C. Stevenson Co. has been returned marked "out of business."

Hector, Minn.—Wind blew down the metal smoke stack of the Hector Co-op. Milling Co's. plant, on Mar. 29.

Montevideo, Minn.—A combination truck and wagon dump has been installed in the elvtr. of the Spencer Elvtr. Co.

Lamberton, Minn.—I am successor to Thos. Masterton as mgr. of the Farmers Elvtr. Co's. elvtr.—Thos. Hennessy.

Little Falls, Minn.—L. Boisvert is mgr. of the Northwestern Milling Co's. Eastside elvtr., succeeding O. E. Krueger.

Fort Ripley, Minn.—Fire destroyed the two small elvtrs. owned by the Farmers Shipping Ass'n and Johnson Bros., Mar. 28.

Madison, Minn.—We have installed a feed grinder and a corn and cob crusher, also a 25-h.p. Fairbanks-Morse type "Y" engine.—Heinzen & Jacobson.

Round Lake, Minn.—M. Wolf has been appointed mgr. of B. B. Anderson's elvtr. Mr. Wolf has been managing the elvtr. of C. M. Anderson at Sheldon, Ia.

Elizabeth, Minn.—The bankers here are trying to interest someone in building a small mill and elvtr. Since John Heyerholm's elvtr. burned, there is none here.

Fairfax, Minn.—The sale of the Crescent Milling Co's. property, which was to have taken place at the court house recently, has been postponed indefinitely by order of the court.

Vining (Detroit p. o.), Minn.—The East End elvtr., also known as C. Steinkopf's elvtr., burned Mar. 18, at night, together with 3,500 bus. of grain. The elvtr. was owned by Olson & Skoglund.

Charlesville (Tintah p. o.), Minn.—The elvtr. of the St. Anthony & Dakota Elvtr. Co. was totally destroyed by fire Mar. 16, together with 9,000 bus. of grain. The flames started at the top of the building early in the morning.

Ceylon, Minn.—The Ceylon Farmers Elvtr. Co. recently won a suit in the District Court for \$4,344.69 against a surety company. The surety company had signed the surety bond of O. J. Shively, former mgr., who the elvtr. company claimed, was responsible for the company's loss of \$16,000.

Lesueur Center, Minn.—My elvtr. was completely destroyed by fire on the morning of Mar. 5. Loss, \$12,000; insurance, \$8,000. I let a contract last week to the T. E. Ibberson Co., of Minneapolis, for a 20,000-bu. elvtr. with all modern equipment. The elvtr. should be finished by June 1.—A. O. Radke.

Traverse, Minn.—At a special meeting of the stockholders of the Traverse Elvtr. Co., com'tes reported that \$1,750 more stock had been subscribed for a new elvtr. at \$50 a share. The elvtr. board proposed the erection of a 35,000-bu. structure at an approximate cost of \$12,000. It is said that the raising of sufficient money was practically assured even without the issuance of additional stock.

Rochester, Minn.—Fire completely destroyed the old Leonard grain elvtr. recently operated by the Rochester Grain Co., on the night of Mar. 8. Grain destroyed included 2,500 bu. oats, 1,500 bu. barley, 300 bu. flax, and a considerable quantity of timothy seed, mill feed, baled hay and straw. Insurance on building, \$4,500; contents, \$2,000. The elvtr. will not be rebuilt.—M. E. Leonard Co.

St. James, Minn.—The larger of Hubbard & Palmer Co.'s elvtrs. here was completely destroyed by fire Mar. 21, in the morning, together with 15,000 bus. of grain. A defective chimney flue is said to have been the cause. The elvtr. will be rebuilt as soon as the weather will permit. At present, the company is using the small elvtr., just east of the one burned, until other grain storage room can be provided. Insured.

MINNEAPOLIS LETTER.

A. E. Adkins of the Frank A. Pierce Grain Co. retired from active business April 1, on account of ill health.

Alfred J. Wagner, pioneer grain commission merchant, died at Santa Monica, Cal., April 2. He is survived by his wife and two sons.

The Ralston Purina Co. of St. Louis, has purchased the Clarx Milling Co.'s property, and will start operating the plant May 1. An elvtr. is included in this property.

J. S. Bache & Co., dealers in grain, stocks, bonds and cotton, with head offices in Chicago, will be represented on the Chamber of Commerce after April 1. C. S. Watts, formerly with Ware & Leland, and with Lamson Bros. & Co., is now connected with this firm.

The following officers were elected at the annual meeting of the Minneapolis Grain Shippers Ass'n, held April 3: E. P. Kehoe was re-elected pres.; H. A. Murphy, vice-pres.; and Jas. A. Gould, sec'y. The board of directors for the coming year is composed of E. P. Kehoe, H. A. Murphy, A. L. Goetzman and W. J. Russell. A thoro analysis of the McNary-Haugen bill was made by Dana McMillan of the Washburn-Crosby Co. Lee Kuempel, of the Minneapolis Traffic Ass'n, spoke about the various activities of that ass'n.

MISSOURI

Sweet Springs, Mo.—Electricity will replace steam at the plant of the Sweet Springs Milling Co.

Jasper, Mo.—Fred Schoeler, who owns an elvtr. here, has made an assignment for the benefit of his creditors. E. T. Peck has been appointed trustee.

Stockton, Mo.—A. Wilsie is trying to organize a milling and elvtr. company here.

Mount Vernon, Mo.—Part of the roof of the engine house of the Holland-O'Neal Milling Co. was blown off Mar. 28.

New Bloomfield, Mo.—Jas. Cole expects to take over the flour mill here and prepare it for operating before the next wheat harvest.

Booneville, Mo.—The capital stock of the Booneville Milling Co. has been increased to \$150,000. This company has an elvtr. and operates a 400-bbl. plant.

Tarkio, Mo.—Jas. B. Low has purchased the interest of his partner, Mr. Christiansen, in the Low & Christiansen Co. The firm will now be known as the Jas. B. Low Co.

St. Louis, Mo.—It is reported that a marine leg will be added to the dock conveyor at the new 1,750,000-bus. elvtr., which is being finished by the Missouri Pacific Railroad.

De Soto, Mo.—The De Soto Roller Mills lost their smoke stack in the windstorm. The windows were damaged in one warehouse and the roof of another warehouse was damaged Mar. 28.

KANSAS CITY LETTER

C. W. Minter, 85, one of the founders of the Advance Grain Elvtr. Co., died Mar. 31.

The creditors of Houston, Fible & Co. will be paid their last payment this month. The bankruptcy proceedings will then be ended. W. R. Houston and W. M. Fible, partners in the firm, has been discharged by the court.

The Moore Lowry Flour Mill Co. has been incorporated for \$50,000 by J. H. Moore, pres., and Theo. B. Thoss, agent. The plant is closed while additional machinery is being installed. This will increase its cornmeal production from 100 bbls. a day to 250 bbls. a day.

The Board of Trade has adopted an amendment which defines the difference between country solicitors and brokers. A broker may buy grain for a firm in this city on a commission of $\frac{1}{2}$ c a bushel. A solicitor of grain consignments must, henceforth, work for one firm at a fixed salary, subject to change once in six months.

Suit has been filed in the federal court against stockholders in the Brodnax-McLiney Grain Co., which was dissolved in 1919. Government auditors found the net income for 1917 to be \$23,428.73, instead of \$17,008.02 as the company's report showed. The court will compel the three stockholders, T. J. Brodnax, J. A. McLiney and T. F. McLiney, to pay a proportionate tax under the corrected estimate.

B. C. Moore, receiver for the Moore-Lawless Grain Co., has made payments amounting to \$252,000. Banks secured with collateral have been paid in full. Preferred creditors were paid 70 cents on the dollar, and enuf money is on hand to increase these payments to 90 or 95 cents. There is a possibility of unsecured creditors being paid from 35 to 45 cents on the dollar. Property yet to be disposed of include farms at Lamar and in McDonald county, Mo.; a membership in the Board of Trade, a membership in the Denver Grain Exchange and notes and mortgages not yet due to be collected. Total liabilities, \$600,000.

MONTANA

Kremlin, Mont.—Ray Umphress is mgr. of the Equity Co-op. Ass'n.

Havre, Mont.—The Farmers Co-op. Ass'n is no longer in business here.

Wolf Point, Mont.—Frank Bannister is mgr. of the Equity Co-op. Ass'n here.

Lewistown, Mont.—The Montana Elvtr. Co. has installed a Kewanee All-Steel Truck Lift.

Saco, Mont.—C. P. Martin, has succeeded E. L. Dyrda as agent of the Saco Co-op. Ass'n.

Richey, Mont.—It is said that Smith-Tyner of Scobey, Mont., have purchased R. Teslow's elvtr. here.

Glendive, Mont.—The Glendive Milling Co. has been closed. G. A. Lund is agent for the Eastern Montana Elvtr. Co.

Antelope, Mont.—H. L. Larson is mgr. of the Farmers Grain & Shipping Co. D. Grose is agent of the Rugby Milling Co.

Gildford, Mont.—The Equity Co-op. Elvtr. Co., the Imperial Elvtr. Co. and the St. Anthony & Dakota Elvtr. Co., have been shut down. R. W. Mortell is agent for the International Elvtr. Co.

Reserve, Mont.—There is nothing certain about this company building this season. If the crop prospect is favorable, the directors have instructions to build an annex to the elvtr. No contract has been signed as yet.—Farmers Elvtr. Co.

Glasgow, Mont.—The International Elvtr. Co. has purchased the Equity Co-op. Ass'n. F. L. Wilson is mgr. This station has one scoop-shovel buyer. The regular dealers are the Imperial Elvtr. Co., Occident Elvtr. Co. and the Glasgow Flour Mill Co.

NEBRASKA

Ulysses, Neb.—The M. T. Cummings elvtr. has been purchased by M. Hiram of Octavia.

Belden, Neb.—The Atlas Elvtr. Co.'s elvtr. is closed. Lack of business is given as the reason.

Glenwood Park (Kearney p. o.) Neb.—The Farmers Grain & Livestock Co. expects to install a radio.

Randolph, Neb.—The elvtr. and grain business of the Crowell Elvtr. Co. has been sold to James Frost.

Chadron, Neb.—P. F. Smith of Upton, Wyo., has purchased the Nye, Schneider Jenks elvtr. and has started operating it.

Cullom (Plattsburgh p. o.) Neb.—There is some talk of installing a new truck dump later on.—Aug. Heil, sec'y, Farmers Elvtr. Co.

Broken Bow, Neb.—We are incorporating and will enter the grain buying business later on.—Co-op. Marketing Assn, John H. Caywood, mgr.

Holmesville, Neb.—Geo. Hunkel, former mgr. of the elvtr. of the Farmers Elvtr. Co., has purchased an oil station in West Beatrice and removed there.

Hooper, Neb.—John L. Sanders, who has been mgr. of the Nye Schneider Jenks Co.'s elvtr. here for the last six years, died recently. He is survived by his widow and brother Jake.

Hallam, Neb.—The Farmers Grain, Coal & Lumber Co. at this station is taking sealed bids for the sale of its elvtr. and all property pertaining thereto, up to April 5, when the property will be sold.—Wm. Burk, mgr. Derby Grain Co.

Norfolk, Neb.—I have leased the elvtr. formerly owned by the Farmers Grain & Lbr. Co. and will operate it starting April 1, under the name of "Norfolk Grain Corporation." I expect to do a merchandising business and handle feeds of all kinds.—R. Y. Smith, Smith Brokerage Co., Kansas City, Mo. Mr. Smith entered the grain business thirty years ago, when as a young boy he became associated with B. C. Christopher & Co. He has been a member of the Kansas City Board of Trade for 14 years.

NEW ENGLAND

Westfield, Mass.—The plant of the Little River Milling Co. burned recently.

Skowhegan, Me.—It is reported that Steward & Smiley will erect a new grist mill here.

Bridgeport, Conn.—The Federal Grain Corporation has been incorporated for \$100,000. Incorporators: H. Schwartz, Martha Molloy and Helen Mullins.

Boston, Mass.—Seaboard Flour Inc., has been incorporated. Capital stock, 2,000 shares, without par value. The incorporators are, O. Bresky, L. S. Meyers and Ida McCool.

Bridgeport, Conn.—An audit of the books of the defunct National Grain Corporation, is said to have shown that this corporation has been "kiting" checks totaling \$4,800,000.

Portland, Me.—The Cobb Mercantile Co. has been incorporated and will handle flour, feed and grain. Capital stock \$50,000. John C. Cobb is pres. and treas., and Shepard Lincoln is clerk.

Putnam, Conn.—The Dayville Grain & Coal Co. will erect a large grain elvtr. and establish a grain and coal business here. This firm has purchased the railroad round house and the adjoining land from the N. Y., N. H. & H. railroad, and will spend about \$20,000 to develop it.

NEW JERSEY

Westfield, N. J.—E. A. Weed, well known grain man and member of the New York Produce Exchange, died recently.

NEW YORK

Pittsford, N. Y.—The Victor Flour Mills have increased their capital stock from \$50,000 to \$300,000.

Staten Island, N. Y.—The Grymes Engineering Co. bot the plant of the Hecker-Jones-Jewell Co. (Standard Milling Co.) at Mariners Harbor.

East Holley, N. Y.—The Glenside Flour Mill, operated by John R. Copping, has been sold to the Associated Flour Mills Co. The head offices of this company are in Oswego, N. Y.

NORTH CAROLINA

Charlotte, N. C.—It is reported that one of the tile bins at the Interstate Milling Co. broke down.

Statesville, N. C.—We expect to replace the two bins, which gave away, with concrete bins, between now and the first of July.—Sterling Mills, Inc.

Statesville, N. C.—The Statesville Flour Mills have let a contract for the erection of new wheat bins of 150,000-bus. capacity. Work has already started. It is also reported that cleaning machinery will be installed.

NORTH DAKOTA

Strasburg, N. D.—Adam Kraft's elvtr., together with 3,000-bus. of grain burned recently. Insured.

Parshall, N. D.—H. Jacobs, of Dogden has succeeded J. O. Funk as mgr. of the Minnetoka Elvtr. Co.'s elvtr.

Hazleton, N. D.—Fire damaged the office and engine room of the Victoria Elvtr. Co.'s elvtr. Mar. 19, at noon.

Langdon, N. D.—Jake Kelner, mgr. of the Cargill Elvtr. Co.'s elvtr., has resigned and will move to Plymouth, Mich.

Barlow, N. D.—The Monarch elvtr., which was wrecked in a cyclone here last year, has not been rebuilt.—M. G. Hiringer, agent, Acme Grain Co.

Hamburg, N. D.—The Minnesota Elvtr. Co. has installed Kewanee All Steel Truck Lifts in its elvtrs. here, and at Sawyer, Max, and Plaza, N. D.

Windsor, N. D.—The Power Elvtr. Co. will rebuild the elvtr. which burned Mar. 13.

Drake, N. D.—A caretaker is now in charge of the state owned mill here until it is sold. The mill will probably not be reopened until the next crop is ready.

Flaxton, N. D.—A 5,000-bu. annex mill will be added to the elvtr. of the Flaxton Elvtr. Co. and a cleaning machine will be installed. Work will start about April 15.

Grand Forks, N. D.—C. E. Austin will continue as general mgr. of the mill owned by the N. D. Mill & Elvtr. Ass'n under the new arrangement, and B. L. Simmons will be mgr. of the elvtr. The board of mgrs. has completed arrangements for the segregation of the mill and elvtr. units of the state owned plant.

OHIO

Toledo, O.—John G. Steuer, for many years a member of the Produce Exchange, died April 5.

Dayton, O.—The Victor E. Herter Co. is installing McMillin Wagon and Truck Dump in its elvtr. here.

North Baltimore, O.—I am going to install a Richardson Automatic Scale in my elvtr.—Fred Kalmbach.

Middle Point, O.—The H. G. Pollock Grain Co. will repair its three grain elvtrs. with galvanized elvtr. siding.

Deshler, O.—The Farmers Elvtr. A burned March 29. The house was recently remodeled and equipped with motors.

Muntanna (Cloverdale p. o.), O.—Raabe Bros., Fort Jennings, O., will build an elvtr. here. A site has already been purchased.

Big Springs, O.—R. B. Cougill, of Mt. Victory, bot the elvtr. of the Big Springs Hay & Grain Co., formerly owned by R. S. O'Neil.

Jenera, O.—O. W. Cole has resigned his position as mgr. of the Jenera Co-op. Grain & Supply Co.'s elvtr. and will become mgr. of the elvtr. of the Prairie Depot Farmers Co-op. Supply Co.

Homeworth, O.—The Homeworth Supply Co. has purchased the elvtr. of the Canton Feed & Milling Co. The company has been incorporated for \$65,000 and will handle grain, feed and implements. W. H. Stewart is mgr.

Cincinnati, O.—F. Harrison, an employe of the Scholl Grain Co., lost his life when he fell into the shifting grain of a huge corn bin while walking along the ledge. The efforts of the life saving squad to restore life were futile.

Mansfield, O.—We, who are successors of Cline & Nelson in the elvtr. business, discontinued business April 1, 1924. The B. & O. have taken over our buildings and expect to build a new freight depot in the near future.—Martin & Conn.

Columbus, O.—The Ohio Millers State Ass'n will celebrate their twentieth anniversary on April 16-17 by a dinner and entertainment. L. E. Thatcher, associate agronomist, Wooster, will speak on the Future of Wheat Cultivation in Ohio. Eugene Arms of the Millers Fire Prevention Bureau will speak on Fire Prevention. The topic chosen by L. M. Thomas of the Midwest Flour Mills Laboratories, is the Value of Analysis of Wheat and Flour.

Cleveland, O.—The Grain and Hay Exchange has adopted the United States grades for grading hay and a federal licensed inspector hereafter will be stationed in this city to grade hay in accordance with the United States standards fixed by the Department of Agriculture. Up to the present time, hay arriving in the Cleveland market has been graded in accordance with rules promulgated by the National Hay Ass'n. R. M. Batson will be the federal licensed inspector stationed in Cleveland. He has just completed a training course in Washington.

New Paris, O.—J. W. Diggs has been appointed receiver for the Farmers Elvtr. Co.

OKLAHOMA

Kingfisher, Okla.—The property of the Oklahoma Mill Co. was damaged by the windstorm Mar. 28.

Gracemont, Okla.—The corn crib of C. A. Downing was blown from its foundation Mar. 28.

Lahoma, Okla.—The windstorm on Mar. 28, damaged the roof of the elvtr. of the Enid Milling Co.

Billings, Okla.—The windstorm, on Mar. 28, slightly damaged the elvtr. of the Billings Grain & Supply Co.

Frederick, Okla.—The elvtr. of the Huffine Grain Co. was slightly damaged by the windstorm Mar. 28.

Edmond, Okla.—An electrical defect was said to have caused the small loss sustained by the Eagle Milling Co.

Ames, Okla.—The plants of the Enid Milling Co. here, at Hillsdale and at Shea were damaged by the windstorm, Mar. 28.

Hammon, Okla.—The Clinton Milling Co. recently completed a warehouse here. This company operates an elvtr. at this point.

Pocasset, Okla.—The roof of the elvtr. of the Pocasset Grain & Elvtr. Co. was damaged and the doors and track blown away Mar. 28.

Cherokee, Okla.—The Farmers Elvtr. Co. has recently been incorporated for \$20,000. Incorporators: P. Stine, A. T. Bernard, and P. L. Brown.

Oklahoma City, Okla.—R. Sheldon, formerly sec'y of the Cozart Grain Co., is now associated with the Great West Mill & Elvtr. Co. of Amarillo with headquarters here.

Oklahoma City, Okla.—S. A. Marshall of the Marshall Grain Co. expects to move his main office to Wichita. Mr. Marshall has been admitted to membership in the Wichita Board of Trade.

Oklahoma City, Okla.—The Winters Grain Co. has been incorporated. Capital stock, \$10,000. The incorporators are: Frank Winters, M. E. Winters and R. C. Moss. This company has opened an office in the Cotton Exchange.

Alva, Okla.—C. E. McGinnis has resigned as mgr. of the Alva Roller Mills and will become mgr. of the grain department of the Kansas Flour Mills Co. on May 1. H. E. Hart, who has been sales mgr. at the Alva Mills, will succeed Mr. McGinnis.

Grandfield, Okla.—A number of wheat growers in this section recently bot the Farmers Elvtr. Co.'s elvtr. and will assume charge May 1. The pres. of the company, A. C. Potts, said that the elvtr. would be operated as a co-op. organization. Fred Varner was mgr. of the Farmers Elvtr.

Enid, Okla.—J. R. Chapman, former mgr. of the Oklahoma Flour Mills, has filed suit against the Oklahoma State Bank of this city for \$37,335, charging false arrest. The bank claimed that Chapman issued a warehouse receipt for 5,333 bus. of wheat, which were not at the mill at that time, and had him arrested in March, 1923. After investigation the case was dismissed.

OREGON

Salem, Ore.—The Willamette Grain Dealers Ass'n held a special meeting here April 2.

Portland, Ore.—The capital stock of the Oregon Grain Co. has been increased from \$65,000 to \$100,000.

Portland, Ore.—Chas. P. Church, well known grain exporter, died recently while attempting to save a companion living in the same house at Ryan Place, near here.

PENNSYLVANIA

Philadelphia, Pa.—The site for the new elvtr. to be built by the Reading Railway System will be cleared immediately. Construction, however, will not start until June 1.

Wilkesburg, Pa.—The Craighead Flour Co. recently filed a voluntary petition in bankruptcy. The Wilkinsburg Real Estate & Trust Co. has been appointed receiver.

Bellefonte, Pa.—This borough is considering purchasing the Ulsh-Bashoar flour mill in order to use its water power for generating electricity for public, industrial and domestic purposes.

Lambertsville, Pa.—Nat. F. Roberts of York City has bot Jos. G. Lear's mill here. The mill will be operated by W. S. Wallace who operated it when owned by the Herdlea Milling Co.

Philadelphia, Pa.—Thos. K. Sharpless of the flour, feed and grain firm of Brey & Sharpless, and pres. of the Columbia Flour Milling Co., Columbia, Pa., died at White Haven, Pa., Mar. 25. He is survived by his widow and three children.

Philadelphia, Pa.—The Bergdoll Elvtr., owned by the Philadelphia Grain Co., started receiving grain for storage and reshipment on April 1. This elvtr. will temporarily take the place of the Twentieth Street elvtr. which burned Mar. 11.

SOUTH DAKOTA

Brandt, S. D.—Fire destroyed the elvtr. of the Davenport Elvtr. Co., Mar. 28.

Vayland, S. D.—S. F. Reese of Huron now operates the Huron Milling Co.'s elvtr. here.

Madison, S. D.—We have just installed a Kewanee Truck Lift.—Madison Farmers Elvtr. Co.

Miller, S. D.—S. F. Reese of Huron has taken over the Miller Milling Co. and will operate it as an elvtr.

Blaha, S. D.—The Farmers Co-op. Elvtr. Co. recently purchased a 10-h.p. Fairbanks-Morse Engine and a Fairbanks-Morse Truck Scale. This company expects to buy a truck dump. The engine will be installed at once but the scales and the dump will not be installed until June.

Bradley, S. D.—Healy, Owen, Hartzell Co. and the H. L. Hankinson Co. of Minneapolis brot suit against the Farmers Elvtr. & Mercantile Co. in the District Court at Sioux Falls on Mar. 27. The grain companies claim they advanced \$30,000 to the Farmers Elvtr. & Mercantile Co. for purchase of grain. It is said that the grain was bot, but never paid for, and it is now claimed by both Minneapolis grain firms and the farmers. The amount involved is \$30,000.

SOUTHEAST

Atmore, Ala.—The building of the Atmore Mill & Elvtr. Co. burned recently. Loss \$25,000; insurance, \$10,000.

Richmond, Va.—We have opened an office at 401-A Travelers building, here, and will conduct a strictly brokerage business in all kinds of grain and feed.—W. C. Ervin & Co.

Mobile, Ala.—The M. & O. Ry. has offered to lease its 225,000-bu. grain elvtr. here for an indefinite period but subject to cancellation by either party upon 90 days' notice. The bids were received at St. Louis.

TENNESSEE

Knoxville, Tenn.—The Marion Creek Milling Co. has surrendered its charter.

Cleveland, Tenn.—The Cleveland Milling Co. is erecting a brick flour mill and elvtr., which will double the capacity of the plant.

Morristown, Tenn.—An addition will be built to the Morristown Flour Mill. W. C. Howell, formerly in the milling business at Knoxville, is operating the mill.

Trenton, Tenn.—J. J. Tatem is proprietor of the Tennessee Supply Co., which recently started business here. The firm deals in wholesale lots of grain, feed and flour.

Memphis, Tenn.—The Sessum Grain Co. will build a new plant at a cost of \$6,000. This company sustained a severe loss from fire not long ago. Public storage room will be used until business improves.

Memphis, Tenn.—Frank J. Gillespie, who has been associated with E. E. Anderson & Co. since his plant burned, has started in business for himself. His firm will be known as the Gillespie Grain Co., and will deal in grain, hay and feed.

TEXAS

Fort Stockton, Tex.—Heid Bros. Grain Co. will erect an elvtr. here.

Pampa, Tex.—There will be the usual repairing done during May and June.—L. C. McMurtry Grain Co.

Longview, Tex.—A grain elvtr. is being erected here by Heid Bros. Grain Co. It will have a capacity of 150 cars.

Austin, Tex.—Press reports maintain that the Net Container Act has been held void and unconstitutional by the Court of Criminal Appeals.

Lindsay, Tex.—The 7,000-bu. elvtr. which is being erected by the Farmers Labor Union of America will be operated as the Lindsay Elvtr. Co.

Farwell, Tex.—The Farmers Grain & Warehouse Co. has been incorporated. Capital stock, \$5,000. The incorporators are, L. H. Sudderth, J. O. Ford, and J. M. Landrum.

Houston, Tex.—We have no changes under consideration at the present time.—American Maid Flour Mills. It was erroneously reported that this firm would increase its capacity.

Houston, Tex.—The name of the Mountcastle-Merrill Grain Co. has been changed to Merrill Grain Co. There is, however, no change in the management or the personnel.

McKinney, Tex.—General E. W. Kirkpatrick, 80, a director of the Collin County Mill & Elvtr. Co., and formerly associated with the Burrus Milling Co. at Fort Worth, died recently.

Dalhart, Tex.—The U. S. Strader Grain Co. of Amarillo will build an elvtr. and a warehouse here. The elvtr. will have a capacity of 15,000 to 25,000 bus., and the warehouse will be 60x100 feet. N. W. Graves will manage the elvtr. The company will handle grain, feed and coal.

Lubbock, Tex.—S. E. Cone, formerly with the C. E. Parks Grain Co., has taken over the interest of C. E. Parks in that firm, and it will now be known as the S. E. Cone Grain & Seed Co. The membership of the C. E. Parks Grain Co. has been transferred to the S. E. Cone Grain & Seed Co.

UTAH

Heber, Utah.—The Heber City Flour Mills have recently been incorporated for \$25,000. J. H. Hatch, A. C. Hatch, Jane Hatch Turner, Lucy H. Farnsworth, J. H. Dobbs.

Ogden, Utah.—The directors of the West Ogden Milling & Elvtr. Co. have agreed to sell the mill and elvtrs. owned by that company, to E. P. Strayer, providing the sale is approved by the stockholders.

Salt Lake City, Utah.—All of the properties of the Inter Mountain Milling Co. have been disposed of to the Sperry Flour Co. The Inter Mountain Milling Co. has now ceased business.—Bankers Trust Co., receiver, Inter Mountain Milling Co.

WASHINGTON

Aberdeen, Wash.—The Harold Blake Co. has bot the Grays Harbor Flour Co.'s elvtr. and will remodel it at a cost of \$500.

Seattle, Wash.—M. Kobayashi of this branch of the Mitsui & Co., has been transferred to the Tokyo office of that firm.

Latah, Wash.—The Deary Grain Co. is planning to build a warehouse adjoining the elvtr. The warehouse at present is on the opposite side of the tracks, causing much inconvenience.

Chehalis, Wash.—Jos. Schuss, owner of the Chehalis Grain & Fuel Co., recently bot the grain, feed and seed business of J. W. Elston & Sons, and expects to spend \$15,000 in improvements.

WISCONSIN

Milwaukee, Wis.—A. W. Bosch is superintendent of the Bay Elvtr., leased by Kneisler Bros.

Gresham, Wis.—The Gresham flour mill burned recently. Loss, \$14,000; insurance, \$9,000.

Fond du Lac, Wis.—Boulay Bros. Co. has purchased the Fourth Street elvtr. and warehouse of the Helmer Milling Co.

Delavan, Wis.—The Heltzel Milling Co. has been incorporated for \$75,000 by J. Heltzel, F. Warde and M. Williams.

Oconto, Wis.—W. Cota recently bot A. Pierre's elvtr. here. Mr. Pierre will continue to conduct a grain brokerage business and has retained his office near the elvtr.

Milwaukee, Wis.—Fire in the elvtr. of the Froedert Malting Co. on March 19 did little damage. It occurred early in the morning on the ninth floor. A spark from a motor was believed responsible.

Boscobel, Wis.—The Farmers Exchange has been incorporated for \$7,000, and will handle flour, feed, grain, produce, and farm supplies. The incorporators are, J. O. Moore, H. A. Rice and R. Bannen.

Milwaukee, Wis.—The interests of the Updike Grain Corporation here have been taken over by the Froedert Grain & Malting Co. L. J. Keefe, former mgr. of the Updike Grain Corporation, is now associated with the Froedert Co.

Green Bay, Wis.—The Badger Grain Co. and its chief owner, Alfred DeBroux, have filed individual petitions in bankruptcy in Milwaukee. The liabilities of the grain company and De Broux are listed at \$54,580, and assets at \$55,174.

Livingston, Wis.—Ernest Biddick, 32, was found dead in a warehouse near the Ernest Biddick & Co.'s elvtr., of which he was proprietor. Despondency over financial matters was believed his reason for taking his life. Mr. Biddick suffered a \$6,000 loss from fire which destroyed his elvtr. Jan. 10, but had gone ahead with construction of a new building which has almost reached completion.—J.

Watertown, Wis.—The Fleischmann Malting Co. has purchased the old Buchholz malt house here on the main line of the C., M. & St. P. between Chicago and Minneapolis. To do business in Wisconsin the company has just been granted a charter with \$2,000,000 capital stock. The plant was owned by the American Malting Co. before its sale to Henry L. Goemann of Toledo and Mansfield, O., a few years ago. Mr. Goemann thought of using the house for oats storage, the elvtr. having a capacity of about 340,000 bus., but never placed it in operation. The Fleischmann Malting Co. does not contemplate immediate operation. Its present malt houses are running to capacity, and the Watertown plant was bot as a reserve. It has the Saladin system of malting floors. No changes are contemplated, but before placing it in operation the house will be gone over to see if new belting, etc., is needed.

Oconomowoc, Wis.—The warehouse and elvtr. owned by the Armour Grain Co. have been purchased by Curtis Richardson. The business will be known as the Richardson Feed & Grain Co. Capital stock, \$10,000. Mr. Richardson was formerly mgr. of the Sussex (Wis.) Co-op. Co.

Milwaukee, Wis.—At the annual election of the Chamber of Commerce held April 7, the following officers were elected: A. R. Templeton, pres.; H. Stolley, first vice pres.; W. A. Hottensen, second vice pres. and H. A. Plum, sec'y-treas. Directors: L. J. Beck, A. L. Flanagan and O. R. Sickert. Board of Arbitration: Chas. F. Coughlin, Jas. P. Hessburg, Carl A. Houlton. Board of Appeals: S. G. Courteen, H. H. Peterson.

WYOMING

Cheyenne, Wyo.—The E. & H. Service Store has replaced the Devine Grain Co. C. F. Ekstrom and Jas. A. Harper are mgrs. of the Service Store.

Obviating Fire Hazard of Electric Motors.

It has been a common observation that fires in grain elevators have started near the electric motors; and some careless thinkers have said the "fire was started by the electric motor." This is not strictly true, the fact usually being that the insulation on the wiring of the motor or of the house wiring near by broke down.

No reliable statistics on electric motor fires in grain elevators were available until the compilation for 1923 of the causes of electric motor fires by the Mutual Fire Prevention Bureau. Out of some 325 fires reported to the Bureau in 1923, from all causes, there were 53 occurring at the electric motor, which were practically all of the squirrel cage type, without brushes. The electrical causes of fire came third, following lightning, the leading cause of fire; and fires originating in the machinery, second.

Eleven of the 53 motor fires were ascribed to worn bearings, or rotor rubbing on stator, 10 due to overload or over-fusing, 9 instances were of single phase operation, 7 were classed as miscellaneous, including breakdown, low voltage and dust, 8 were direct connected attrition mills and 8 were unknown.

As the interior of an electric motor is inaccessible to any brush the Mutual Fire Prevention Bureau urges users to take down the motor once a year to clean it out thoroly.

In its instructions to users the General Electric Co. advises that a systematic inspection be made once a week, giving the following points special attention:

Cleanliness. Keep both the interior and exterior of the motor free from water, oil, or dirt. Wipe the exterior and clean the interior by compressed air or a small bellows.

Bearings. Prevent excessive heating and wear of all bearings by proper lubrication, belt tension, and alignment. When the minimum air-gap gauge, which may be obtained from the company, does not enter freely at all points, replace the bearings.

Oil Wells. Fill the oil wells through the oil fillers with a good grade of light mineral oil (not vegetable or animal oil) to the top of the oil fillers. To avoid incorrect oil level, never oil the motor when running. After the motor has operated the first week, draw off the oil and pour fresh oil or kerosene through the bearings to wash out all sediment. Then refill. Before replacing the drainage plugs, dip them in a mixture of red lead and shellac, then replace and tighten securely to prevent leakage. Refill the bearings at regular intervals, the frequency depending upon the local conditions, such as severity or continuity of service, cleanliness, etc.

Heating. Do not depend on the hand to determine the temperature of the motor; use a thermometer. If there is any doubt about safe operating temperature take the temperature of the windings and confer with the nearest office of the company, giving full details.

THE BRAZILIAN import duty on wheat and wheat flour has been reduced 40 per cent, according to a cablegram received by the Department of Commerce.

An Eclipse of Common Sense.

Business men generally are much perturbed by the persistent attempts of radical members of Congress to interfere with regulate and supervise various lines of business. The resulting disturbance, the objections and the protests of business men seem to bring to the radicals just the publicity they craved and they grab for the next extreme idea that comes their way in hope of getting in the spotlight again and again. Proving the impracticability of their wild proposals does not deter them one whit, so long as the advertising sought is obtained. The fact that one or more lines of business are crucified by each radical law does not check the experiments in the least.

C. A. King & Co., in its market letter recently said, Constructive measures mean nothing to the Senate and House. Bills that favor wasting the tax payers' money are favored. Half the business world is so busy fighting radical legislation that they cannot pay close attention to their own business. Where are we drifting with all the political bunk now being given the people? The McNary-Haugen bill is a vicious piece of legislation. Read what the editor of the *Toledo Blade* has to say about it:

The bill provides for the formation of a \$200,000,000 export corporation and for the monthly fixing of prices on wheat, corn, flour, raw cotton, wool, cattle and hogs. It exempts oats, rye and barley from this control. The basic prices are to be determined by an intricate system of comparison with pre-war prices coupled with an adjustment in relation to existing prices of some hundreds of commodities. The corporation is empowered to buy and construct warehouses and elevators; to buy and operate milling plants and to engage in the packing industry. Scrip is to be issued to an amount that may reach \$300,000,000. This is to be handed over to farmers as part payment for their products. It is apparently left to them to dispose of this scrip as best they can and at whatever price speculators in the paper choose to pay. The alternative is waiting until the end of the crop year.

The bill, in effect, will hold up the domestic prices of grain while selling the same grain abroad at world market rates. Thus, it has been figured, Americans may be paying \$1.50 per bushel for wheat at the same time we will be selling wheat abroad for \$1.00 a bushel. The costs of American living will be maintained artificially, though in Europe the living costs may continue falling. One critic of the bill insists that government jobs will be created for a million persons, an exaggeration which shows how some people are feeling about the proposal. But, no doubt, the prospect of adding a raft of new office-holders to the government payroll has had an enormous appeal for spoils politicians. It is the sort of thing they love to do best of all.

The principal criticism we find voiced is that this bill is a straight out and out price-fixing act. The history of making is spotted with endeavors to raise or lower prices by legislation. Nearly all have proved to be short-lived.

Guaranty of Stability.

Chief Justice Floyd E. Thompson of Illinois in a recent address, said: "History will record that this people found themselves at the opening of the 20th Century in a death struggle with internal forces that were eating away the vitals of their governmental fabric. Whether it will record that the struggle ended in defeat or left the Republic of our fathers a mere memory, remains to be seen.

"We look about us today and see the ruins of governmental structures that were once the pride of great peoples. We find ourselves infected with the mania for exchanging the tried and proven for the new and promising. Whenever a wrong, real or imaginary, is discovered, there is always some quack ready with his cure-all nostrum.

"There is reason for us to take stock and to examine our foundation stones. There is no surer guaranty of continued stability in government than a frequent recourse to fundamental principles. Lessons gleaned from the broad field of experience by our forbears must ever remain our safest guide in the solution of present-day problems of government."

News of new grain elevator machinery and supplies is of business importance to every elevator owner and operator who is willing to effect economies in the handling of grain thru his house by the adoption of the latest and best mechanical facilities obtainable.

Such equipment is always the cheapest in the long run. Consult our advertising columns for desirable equipment.

Grain Scale Book

Form 23 is an Indexed Journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

The book is ruled with column headings as follows: Date; L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; Amount.

The book contains 240 pages, size 10½x15½ inches, of Atlas linen ledger paper. A 28-page index in front. Extra heavy cloth covers with leather back. Price, \$4.50

GRAIN DEALERS JOURNAL

315 So. La Salle Street CHICAGO, ILL.

Grain Shipping Ledger

Form 24. An indexed shipping ledger for keeping a perfect record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and name indexed. The pages are 10½x15½ inches, used double.

The book contains 100 double pages. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is tight bound in heavy cloth covers with leather back and corners. Price, \$4.00.

GRAIN DEALERS JOURNAL

305 So. La Salle Street CHICAGO, ILL.

Receiving and Stock Book

FORM 321 is designed for keeping a record of each kind of grain received at a country elevator in a separate column so that buyer can add up columns and quickly determine the number of bushels of each kind of grain on hand. Herewith is reproduced top of a page showing column headings, rulings and spacing.

The book is formed of 160 pages of superior linen ledger paper, each page 9x12 inches. Spaces are provided for 3,200 wagon loads. The book is well bound with keratal back and round corners. Price, \$2.75.

GRAIN DEALERS JOURNAL

La Salle St. Chicago, Ill.

Patents Granted

1,488,903. Drying Machine for Cereals. Jas. Ragland Birch, Manchester, Eng. The device comprises at least four superposed alternate heating and aspirating or drying sections.

1,486,259. Idler for Belt Conveyors. Gus Nelson, Douglas, Ariz. Mounted on the main support is a turntable on ball bearings, the pivotal movement of the turntable being limited by a projection playing between stops.

1,486,947. Seal. Winfred M. Brooks, South Orange, N. J. The wire is bent into a loop by crossing the ends at right angles, the main leg having transverse notches on one side and a flattened surface on its opposite side at the point where it crosses the subsidiary leg.

1,487,590. Conveying Apparatus. Eugene E. Landahl, Oak Park, Ill., assignor to Webster Mfg. Co., Chicago, Ill. The effect of this wheel design is to increase the circumference to the wheels by forming successive straight stretches in the belt as it travels around the wheel, the devices operating to force the straight stretches outward from the axis of the wheel.

1,488,779. Seed Corn Tester. Percy W. Danielson, Ravinia, S. D. The tester comprises a backing of absorbent cloth, separate cross strips of absorbent material secured to the cloth and to each other in such a manner as to provide seed corn pockets, and a roller rod at the lower end of the tester whereby it may be rolled up and stored away during the process of germination.

1,487,276. Grain Door. Edgar Clark Short, St. Paul, Minn. The door comprises two normally overlapping sections, hinges for positively connecting the end of one section with the other section, means for shifting the hinged connection so as to adjust the effective length of the overlapped sections to fit car door frames of different sizes, and means for locking the sections in parallelism in any of the adjusted positions.

1,487,303. Grain Cleaner and Cooler. Jacob Wollman, Freeman, S. D. The machine is disposed in the receiving chute of a grain elevator and has in combination a comparatively narrow

casing, a hopper disposed above the same having a delivery channel extending along one side of the casing, having an opening in the side thru which the channel delivers, a hopper below the opening extending across the casing, a rotary grain distributor below the hopper, and means for directing a blast of air thru the grain.

1,488,710. Silent Chain. Jos. H. Ramsey, Albany, N. Y., assignor to Ramsey Chain Co., Albany. The combination includes a plurality of overlapping sets of symmetrical links shaped to engage sprocket teeth and each having apertures which are substantially circular in form except for flattened edges at opposite ends of the links, and articulating pintles disposed in the apertures of the overlapping links, each pintle comprising two parts having flat sides to engage the flattened edges of the apertures and opposed convex co-operating surfaces adapted for rolling contact.

1,488,249. Separator. E. Clemens Horst, San Francisco, Cal. This machine separates hops from leaves, vines and stems and comprises a pair of flexible endless link chains supported by sprocket gears. A conveyor belt is disposed above the chains and the plates carried thereby, and adapted to deliver hops mixed with leaves, vines, stems, etc., to the upper end of the separating belt, a conveying belt disposed behind the separating belt and adjacent the upper end thereof to receive leaves, vines, etc., and a conveyor belt disposed below the separating belt and adapted to receive hops which roll off the plates carried by the separating belt.

1,488,858. Elevator or Conveyor. Franklin E. Arndt, Galion, O., assignor to Galion Iron Works & Mfg. Co. The trough has upturned side walls and side walls supported in alignment with and above the side walls of the trough, the side walls of the trough and the second named side walls together defining elongated slots, blades operating over and resting upon the bottom of the trough and having shanks extending thru said slots and beyond the side walls and supported by the blades in spaced relation to the walls of the slots, endless elements disposed exterior to the walls and connected to the blades, and means for supporting and driving the endless elements.

1,496,687. Car Seal. John A. Roell, West Jackson, Miss. The seal comprises an attaching head having a passageway therein open from an end thereof, said attaching head providing a locking barb extending transversely across the passageway and having a retaining lug ex-

tending laterally of the plane and the barb, and a flexible shackle portion connected at one end to said attaching head and having the free end thereof provided with an opening which when the free end is inserted into the passageway of said attaching head will receive said barb there-through whereby the lug of said barb will be snapped into position to prevent detachment of the free end of the shackle from said barb.

1,486,582. Link Belting. Henry A. House, Bridgeport, Conn. The link comprises two rigid sheet metal plates having complementary interlocking means at one of their ends, the coating interlocked portions of the plates constructed to permit of a relative lateral rocking movement of the plates, releasable means carried by one of the plates, for preventing accidental disconnection of their interlocked ends while permitting of such relative lateral rocking movement, stop lugs projected from one of the plates and opposed to the interlocked end of the other plate to prevent relative longitudinal shifting movement of the plates, and means for securing each of the plates to the body portion of a driving belt.

Supply Trade

KANSAS CITY, Mo.—Elmer N. Powell, referee in bankruptcy, announces the sale of all assets of the Kansas City Spiral Pipe Co., bankrupt, to be held in this city April 22.

KANSAS CITY, Mo.—On April 3, Federal Judge Reeve issued a decree dissolving the Norcross Audit & Statistical Bureau and enjoining six member cement companies from operating in alleged restraint of trade in Kansas, Missouri, Iowa, Nebraska, Oklahoma and Arkansas.

INDIANAPOLIS, IND.—Homer H. Johnson, inventor of a threshing machine for soy beans that is much used in the central states and considerable other farm machinery, died recently at his home in the northwestern part of Hamilton county. He was 49 years old.

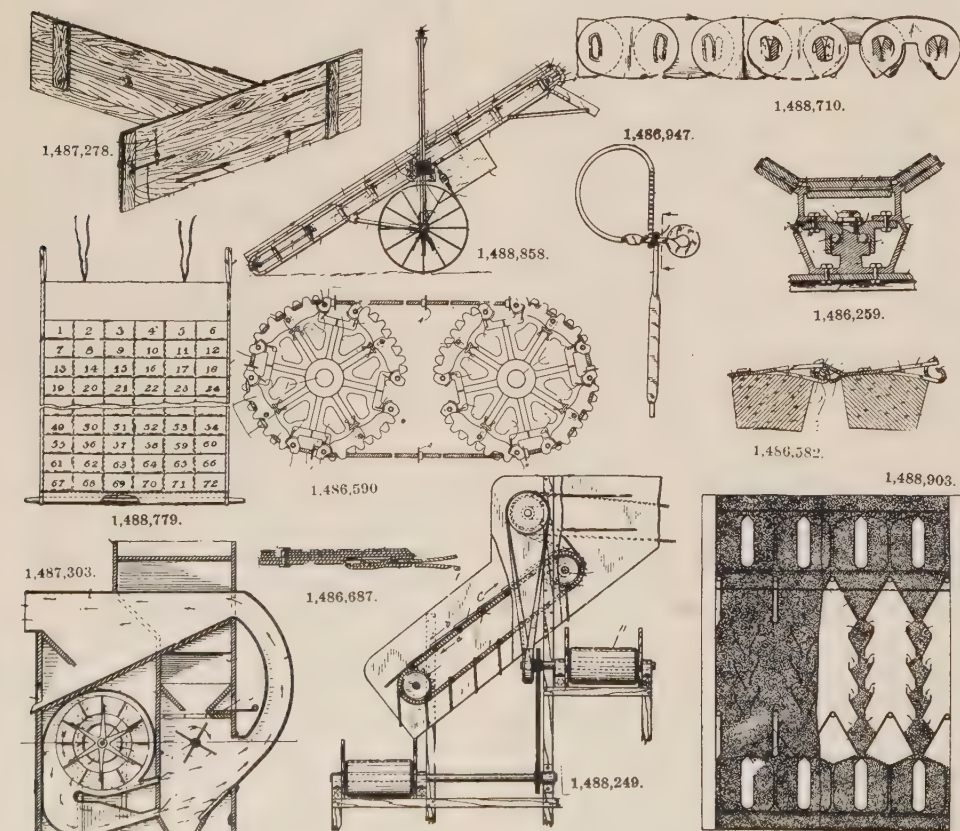
THE RATE charged on gas engines and auto-truck axles, in carloads, from points in Pennsylvania, Ohio, Michigan and Wisconsin, to certain California destinations were found to be not unreasonable or unduly prejudicial, in interstate commerce commission decision No. 14369, Moreland Motor Truck Co. v. P. R. R.

CLEVELAND, O.—In announcing the change of its names to the Hill Clutch Machine & Foundry Co., the Hill Clutch Co. states that the change is not due to reorganization, but simply to correct an erroneous impression, and more thoroughly acquaint the trade with the fact that it builds not only friction clutches but a complete line of power transmission machinery, etc.

MINNEAPOLIS, MINN.—We have recently shipped the following Carter Disc Separators: Crown Mills, Portland, Ore.; Martin Gr. & Mfg. Co., Cheney, Wash.; El Paso Gr. & Mfg. Co., El Paso, Tex.; Hecker Jones Jewell Co., Buffalo, N. Y.; Atlas Mills, Vincennes, Ind.; Klingler & Co., Butler, Pa.; Kirtland Mills, Durango, Colo., also shipped machines to India, England and New Zealand.—Carter Mayhew Mfg. Co.

AN INJUNCTION has been issued against the National Stock, Cotton & Grain Exchange, Inc., by Supreme Court Justice Guy, prohibiting it from doing further business, under the state law of New York known as the Martin Act.

THE RIVERSIDE Rice Milling Co., New Orleans, has been ordered to cease using the word "Milling" in its corporate name, by the federal trade commission. The commission contends that it is unfair to use that word when the firm "does not operate, own or control any rice mill," and the practice is misleading to the buying public.



Proposed Changes in Grain Rates Beaten.

Proposed increased and reduced reshipping and proportional rates on grain, grain products and by-products from Chicago and Peoria, Ill., and St. Louis, Mo., to Indiana points were found not justified in ICC investigation and suspension docket No. 1946. The changes had been filed to become effective Nov. 1, 1923, but protests of Chicago shippers and commercial organizations of Chicago and Indianapolis secured postponement until Mar. 30, 1924, and later dates. Unequal local rates from the three gateways of northwestern, trans-Mississippi, and Illinois territories to Indiana points seriously affected the controversy.

In 1920, Fort Wayne interests pointed out to the carriers, altho that city was but 148 miles from Chicago, as against a distance from Chicago to Indianapolis of 184 miles, the reshipping rate from Chicago, on grain products originating in northwestern territory, to Fort Wayne was higher than from Chicago to Indianapolis. The carriers conceded that transportation conditions and group relationships did not justify this situation. They thereupon removed the discrepancy by somewhat increasing the rate to Indianapolis and reducing the rate to Fort Wayne to the same intermediate basis. Fort Wayne and Indianapolis being within the equalization zone on this traffic, the same change was made in the rate from Peoria. Modified to reflect the subsequent general 10 per cent reduction, the rates from Chicago and Peoria before and after the revised adjustment, which became effective May 1, 1922, were as follows: To Indianapolis, former rate 11.5 cents, revised rate 13.5 cents; to Fort Wayne, former rate 15 cents, revised rate 13.5 cents.

Fort Wayne thereupon requested a corresponding readjustment of the reshipping rates on grain originating in northwestern territory, and on grain and grain products originating elsewhere. In large measure the same considerations entered into the proposition as in the readjustment above described, and a like course was pursued. As before, the primary consideration was to bring the Chicago-Fort Wayne and the Chicago-Indianapolis rates together. After that was done, corresponding changes were made in the Peoria-Fort Wayne and Peoria-Indianapolis rates to continue the equalization between the Chicago and Peoria markets. The increased and reduced rates resulting from the proposed readjustment are those suspended and under consideration in this proceeding. The desire to place Fort Wayne on a parity with Indianapolis is the principal ground offered by the roads in justification of these rates.

Parts of 21 tariffs are under suspension in this proceeding and it is estimated that rates to 170 different destinations are involved. Railroads contend that the present rates to Indianapolis are too low in relation to the rates to other points in central territory with the possible exception of certain Ohio River crossings.

The Indianapolis protestant admitted that Fort Wayne should have reshipping rates from Chicago on a par with Chicago rates to Indianapolis but resisted the proposal that this be adjusted by raising the rates to the latter city.

Chicago interests interposed numerous objections to the proposed readjustment. Thru rates, local or joint, not applicable via Chicago are maintained by the more direct lines from many points in this territory to destinations affected by the proposed readjustment. Chicago interests oppose the increase in the reshipping rates without a corresponding increase in the thru rates. These interests also point out that in some instances the reductions in the proposed rates are greater from Peoria than from Chicago, and in other instances there are reductions from Peoria with no change, or increases, from Chicago. It may be remarked that in many cases the proposed changes correspondingly favor Chicago. The record af-

fords no basis for an estimate of the relative importance of such changes.

The Chicago protestants maintained that the proposed reshipping rates are unduly prejudicial to Chicago and preferential of Peoria. This contention rests principally upon the shorter distances from Chicago. They also contended that the proposed reshipping rates in combination with the local rates to Chicago or Peoria on grain originating in Illinois would likewise result in prejudice to them and undue preference of Peoria. Briefly, protestant's exhibit shows that from points equally distant via Chicago or Peoria to either Fort Wayne or Indianapolis, the through rates are, in most instances, substantially lower via the Peoria gateway.

Chicago protestants emphasized particularly the disruption of existing relationships between Chicago and St. Louis. For example, they pointed out that from Chicago to a large Indianapolis group the rate was increased from 11.5 to 12.5 cents, but from St. Louis the rate to the greater part of that group is unchanged.

The Commission said: The record leaves no doubt but that the rates from Chicago to Fort Wayne should not be higher than the rates from Chicago to Indianapolis, but the carriers have failed to justify the increased rates which they have proposed in order to bring about this parity. And whether the rates from Peoria and St. Louis to Fort Wayne should be reduced in like measure as those from Chicago can not be definitely determined from this record.

Shippers Regional Advisory Board for Chicago.

Over 3,500 shippers, representing practically every commodity produced in Illinois, Iowa, Wisconsin and the western half of Indiana, recently met at the La Salle hotel in Chicago and organized a "shippers' regional advisory board"—the ninth organization of its kind formed in the United States, since early in 1923. A number of farmers' and dealers' ass'ns were represented in the meeting. The organization is composed entirely of shippers. Briefly its announced purposes are:

To form a common meeting ground between shippers, local railroad and the carriers as a whole as represented by the car service division, for the better mutual understanding of local and general transportation requirements, and to analyze transportation needs in each territory and to assist in anticipating car requirements.

To study production, markets, distribution and trade channels of the commodities local to each district, with a view of effecting improvements in trade practices when related to transportation and promoting a more even distribution of commodities where practicable.

To promote car and operating efficiency in connection with maximum loading and in the proper handling of cars by shippers and railroads.

To secure a proper understanding by the railroads of the transportation needs of shippers, that their regulations may fit shippers' requirements and, contrary, to secure understanding by the shippers and their co-operation in carrying out necessary rules governing car handling and car distribution.

To acquaint shippers and railroads in each section of the country of the seasonal requirements in their section, in order to promote intelligent co-operation in the handling of equipment between the different districts of the country.

To adjust informally car difficulties which may arise in each local territory between the carrier and shipper.

To give the shipping public a direct voice in the activities of the car service division on all matters of mutual concern.

AMERICAN GRAIN is competing successfully in China with wheat from Northern Manchuria. One of the Harbin mills has recently offered flour ground from American grain in the Western market. But it has a serious problem to solve in lowering the price of flour and competing with American ground flour as the American is much superior to the local product.

ELLIS GRAIN DRIERS

× ×

Wherever you go among the grain trade you will hear the Ellis Drier spoken of as a "good drier." That is a tribute which we have spent 25 years in getting and now that we have it we propose to keep it.

× ×

THE ELLIS DRIER CO.
Roosevelt Road and Talman Ave.
CHICAGO, U. S. A.

Cipher Codes

Universal Grain Code: The only complete grain code on the market, is the most up-to-date and latest grain code published, contains over 14,000 code words. Effects a greater reduction in tolls than any other domestic code. Contains code words for the U. S. Standard Grades of Wheat, Corn and Oats. 160 pages, 4½x7 inches. Price, leather bound, \$5.00; paper bound, \$1.50.

Robinson Telegraph Cipher Code: With 1912 and 1917 supplements, is for domestic grain business. Leather bound, \$2.25; cloth bound, \$1.75.

Millers Telegraphic Cipher: 1917 edition. Designed especially for the milling and flour trades. 77 pages, 3¼x6 inches, paper bound. Price \$2.00.

Cross Telegraphic Cipher Code: 7th edition revised for provision and grain trades. Contains 145 pages 4½x5½ inches, bound in cloth. Price \$2.00.

A. B. C. Improved Fifth Edition Code, with Supplement: Reduces cable tolls 50% thru the use of five-letter code words, any two of which may be sent as one word. Price in English, \$20.00.

Bentley's Complete Phrase Code: Contains nearly 1,000 million code words, any two of which can be joined together and sent as one word. Thru its use a saving of 50% can be easily effected in cablegrams. Appendix contains decimal money and list of bankers. 412 pages, 8½x10½ inches. Bound in cloth, leather back and corners. \$15.00.

Baltimore Export Cable Code: Hinrich's fourth edition, compiled especially for export grain trade. 152 pages 6½x9 inches, bound in leather. Price \$15.00.

Your name in gold stamped on any of the above codes for 35 cents extra.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL
309 So. La Salle St., Chicago, Ill.

Supreme Court Decisions

Brokers.—After a lapse of years a broker, who had rendered to customer detailed monthly statements, should not, without suggestion of fraud or mistake, be subjected to the expense and labor of a reference for an equitable accounting.—*Lavers v. Hutton*. Supreme Court of New York. 203 N. Y. Supp. 235.

Seller's Suit against Carrier after Getting Title Back.—Tho as a general rule a common carrier on an open B/L is an agent of the consignee, upon default of the carrier the parties may rescind their contract, and so restore title to the consignor as to enable him to sue for the carrier's default.—*Anderson v. American Ry Exp. Co.* Supreme Court of North Carolina. 121 S. E. 354.

Where Interstate B/L provided that suits for loss should be instituted within 2 years and 1 day after a reasonable time for delivery had elapsed, and reasonable time for delivery of cotton was on or before November 10, 1919, suit for such loss, filed February 25, 1922, was barred.—*Corbett & Moore v. Payne*, agent. Supreme Court of North Carolina. 212 S. E. 435.

Void Limitation of Time to Sue Carrier.—A stipulation in a B/L issued by a common carrier by water, repairing the institution of a suit within 60 days after notice of claim, held invalid, in view that carriers subject to the Cummins Amendment to the Interstate Commerce Act (U. S. Comp. St. §§ 8592, 8604a) may not fix a period of limitation less than two years after a written notice of rejection of claim. *South & Central Amer. Commercial Co. v. Panama R. Co.* Court of Appeals of New York. 142 N. E. 666.

Carrier May Delay Delivery till Arrival of Correct Car Number.—A carrier was not liable for refusal to deliver the car after arrival at destination, because the number of the car did not correspond with the number of the order B/L where it telegraphed the consignor for instructions, and before receiving an answer released the car; such act being an exercise of reasonable diligence in establishing the identity of the car before delivering it to the plaintiff.—*T. & O. C. Ry. Co. v. Giha*. Supreme Court of Ohio. 142 N. E. 375.

Void Limitation of Carrier's Liability.—In an action against a carrier for the conversion of goods, the measure of damages is the value of the goods at the time of the conversion, and a provision in the B/L fixing the damages for loss or injury does not apply. A limitation in a B/L fixing the damages for loss or injury to property while in the possession of carrier at their value at time and place of shipment is void, as contravening Rev. St. art. 716 (h), and public policy, and may not be enforced by either party.—*Gulf, C. & S. F. Ry. Co. v. Buckholts State Bank*. Court of Civil Appeals of Texas. 258 S. W. 491.

Initial Carrier not Liable after Reconsignment.—Where potatoes were shipped from a point in South Carolina under a straight B/L showing that plaintiff was both consignor and consignee, and the destination was a point in Virginia, held, that receiving carrier is not an "initial carrier" under the Carmack Amendment (U. S. Comp. St. §§ 8604a, 8604aa), for extended transportation on reconsignment at shipper's direction, in which extended transportation receiving carrier has in no wise participated.—*Beaufort Truck Growers Ass'n v. Seaboard Air Line Ry Co.* Supreme Court of South Carolina, 121 S. E. 357. [In this case judgment for \$300 was reversed because of reconsignment, to Canada.]

Initial Carrier not Liable after Diversion.—The Interstate Commerce Act, § 20 (U. S. Comp. St. § 8604a), makes the initial carrier, issuing a B/L to transport merchandise from one state to another, liable for all damage in the handling thereof to its original destination, but does not make it liable for damages for not having diverted it or for damages caused by a connecting carrier's handling of or failure to handle, it after its diversions.—*Houston & T. C. Ry Co. v. Smith*, Court of Civil Appeals of Texas. 258 S. W. 542.

Insurance Arbitration.—Arbitration Law (Laws 1920, c. 275) does not change the rule that an agreement for the appointment of appraisers under the provision of an insurance policy to determine the amount of damages to insured property does not constitute an "arbitration," since appraisers are not authorized to pass on the question of the whole liability, but are restricted to question of damages arising from the loss, and appraisal cannot be compelled under section 2, as amended by Laws 1921, c. 14, § 1.—*Petition of American Ins. Co.* Supreme Court of New York. 203 N. Y. Supp. 206.

Carrier's Delivery without B/L.—Where carrier delivered an order notifying shipment to the party to whom notice was to be given without receiving the B/L, but for its own protection required him to give his check for more than the invoice price, and later that party took up the draft, delivered the B/L to carrier, and attached the money in the hands of the bank as shipper's money, held, that shipper has no cause of action against carrier for delivering the goods without the B/L or for surrounding the checks as no damage was shown.—*Baughman v. Southern Ry.* Supreme Court of South Carolina. 121 S. E. 356.

Future Trades Valid.—One ordering the purchase of grain by commission merchants on a particular chamber of commerce impliedly agreed to be bound by its rules and regulations. When the illegality of a contract is relied on, the burden of showing illegality rests on the one asserting it, in the absence of some confidential relation. In the case of a contract of sale for future delivery valid on its face, it must be shown by the person who attacks it as void that there was no intention to deliver the articles sold, and that nothing but the difference between the contract and the market price was intended to be paid, in view of St. 1921, § 2319a.—*Bank of Ettrick v. Ole Emberson*, in re Ettrick Elevator Co. and W. M. Bell Co. Supreme Court of Wisconsin. 196 N. W. 861.

Title to Goods After Delivery to Carrier.—While ordinarily the delivery of goods by seller to a common carrier for transportation to buyer is prima facie a transfer of title, and such goods while in the carrier's possession are presumed to be the property of the consignee, if, before delivery to consignee, seller notifies carrier not to deliver the goods, the carrier's duty then depends on whether title has passed between consignor and consignee, which may be determined, not only by the terms of the B/L, but by the intention of the parties and all the circumstances of the transaction. The effect of a B/L issued by a carrier on title to property as between consignor and consignee is a question of fact, and when a draft for the price of the shipment is drawn on the purchaser, with the B/L attached the title does not ordinarily pass to him until draft is paid.—*Collins v. Seaboard Air Line Ry. Co.* Supreme Court of North Carolina. 120 S. E. 824.

Connecting Carriers.—Where goods have been shipped from one point to another in this state, consigned from the shipper to himself, and where, on the arrival of the goods at the point of destination, the shipper-consignee is afforded an opportunity to receive delivery, but nevertheless orders the shipment diverted to another carrier for further transportation the liability of the first carrier on complying with such order is determined. Having completed its contract, it does not extend the relation as carrier merely by a delivery to the other carrier designated.—*Taylor v. Central of Georgia Ry. Co.* Court of Appeals of Georgia. 121 S. E. 348.

Interest of Storage-Ticket Holder in Warehouseman's Grain.—The interest of the holder of a storage ticket for grain deposited with a warehouseman attaches proportionately, to the extent that is required to redeem all outstanding storage tickets, to all the grain of kind and quality described in his receipt that may at any time subsequent to its issuance be received on account of purchase or general storage into the warehouse; and this is so even though at some intervening moment there may be no grain whatsoever therein.—*Carson State Bank v. Grant Grain Co. and Equity Co-operative Exchange*. Supreme Court of North Dakota. 197 N. W. 146.

Innocent Negotiator of Duplicate Warehouse Receipts Liable.—Where defendant accepted a draft drawn upon him for the purchase of warehouse receipts for seed, and thereafter discovered that the receipts purchased were duplicates, and that the seed had been delivered to another under the original receipts, he is nevertheless liable to banks which purchased the drafts after their acceptance, where there was no contradiction of the evidence by the banks that they purchased the acceptances in the usual course of trade before they were due, that they were regular on their face, that they gave credit for the full face of the acceptances less the regular discount, and that the money was drawn out of the banks before the drawer's bankruptcy.—*Alfred S. Chescheir (Ross Seed Co.) v. Old State Bank of Evansville*, in re W. H. Small & Co. Court of Appeals of Kentucky. 257 S. W. 710.

Shipment Entitled to Lower Rate of First Movement to Intrastate Destination.—Plaintiff shipped a car of grain from Holloway, Minn., on an interchange B/L to Willmar, Minn., and thence to Hinkley, Minn., over the Great Northern line and thence to Duluth, Minn., over the N. P. line, consigned to itself at Duluth, and the B/L was stamped on its face "Route entirely within Minnesota." While car was in transit plaintiff sold a car of grain on the floor of the Duluth Board of Trade to a purchaser who operated elevators both in Duluth, Minn., and Superior, Wis. Under the rules of the board of trade, the seller was required to deliver grain in Duluth or Superior as the purchaser elected. Car arrived in Duluth September 8. It was tendered to purchaser, who accepted it, and requested plaintiff to make delivery at Superior, Wis. Plaintiff gave orders to the railroad company to move the shipment to Superior, Wis., which it did on September 12. Shipment made in good faith, and shipper did not know car was to go to another state until after it reached Duluth. Held, (1) that the shipment from Holloway to Duluth was intrastate; (2) that the shipment from Duluth, Minn., to Superior, Wis., was interstate; (3) that both of the shipments were separate and independent contracts, one intrastate, and the other interstate; (4) that the character of such shipment on the original shipment cannot be determined by the decision of the purchaser in Duluth.—*Becher-Bartlett-Lockerby Co. v. Northern Pacific Ry. Co.* Supreme Court of Minnesota. 197 N. W. 103.

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References: Any bank, mercantile agency, commission firm or editor of this publication.

Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

C. R. I. & P. suspension notice supplement to C. R. I. & P. Ry. freight tariffs was issued Mar. 27.

E. B. Boyd supplement No. 5 to circular No. 1-R of Western Trunk Lines gives rules, regulations and exceptions to classifications, effective May 1.

Western Trunk Lines supplement No. 4 to circular No. 1-R contains rules, regulations and exceptions to classifications, issued by E. B. Boyd, effective Apr. 15.

B. T. Jones tariff 386-C, ICC-1520, raises the lake and rail rates on grain, in sacks, grain products, etc., from Milwaukee to Eastern Trunk Line points via Rutland-Lake Michigan Transit Co., 2 cents per hundred pounds, effective Apr. 10.

C. I. & L. supplement No. 5 to freight tariff No. 520-B names rates on grain, grain products and grain by-products, also flaxseed, in carloads and l. c. l., from stations on the C. I. & L. to points in Ill., Ind., Ia., Ky., Mich., Mo., N. Y., Ohio, Penn., W. Va. and Wis., effective Apr. 19.

Erie R. R. suspension notice supplement No. 9 to freight tariff No. 182-F names rates on grain, grain products and grain by-products in carloads from Chicago, Englewood, Hegewisch, Pullman Jct., Ill., Hammond, Highlands, Saxony, Ind., to points in Ill., Ind., Ky., Mich., N. Y., Ohio, Pa. and W. Va., issued Febr. 28.

L. A. Lowrey supplement No. 14 to tariff No. 20-M names local and joint terminal charges, rules and regulations from or to points within the Chicago district named on pages 4 to 6, inclusive, of tariff on out-bound and in-bound freight traffic; also rules governing intermediate service on freight traffic passing thru the Chicago district, issued Mar. 21.

C. R. I. & P. supplement No. 8 to freight tariff No. 28405-E gives rates on hay, straw, and corn husks from stations in Arkansas, Colorado, Kansas, Louisiana, Nebraska, New Mexico and Oklahoma, also Joplin, Mo., to Little Rock, Ark.; Memphis, Tenn.; New Orleans, La.; Texarkana, Ark.-Tex., and other stations in Alabama, Arkansas, Louisiana, Mississippi, Missouri and Oklahoma, effective May 5.

I. C. R. R. supplement No. 5 to freight tariff No. 1809-K contains rates on grain and grain products in carloads, from stations on the Illinois Central R. R. in Illinois and Indiana, also Dubuque, Ia., to Bellaire, O., Brownsville, Pa., Buffalo, N. Y., Charleston, W. Va., Gauley Bridge, W. Va., Huntington, W. Va., Indiana, Pa., Parkersburg, W. Va., Pittsburgh, Pa., Wheeling, W. Va., and points taking the same rates, effective Apr. 20.

I. C. R. R. supplement No. 22 to freight tariff No. 1537-G contains rates applying on grain, grain products, cotton seed products and seeds and articles taking the same rates, between stations in Ill., Ind. and Wis., also Dubuque, Ia., and St. Louis, Mo., and Chicago, Ill., Milwaukee, Wis., Minneapolis, Minn., Paducah, Ky., Peoria, Ill., St. Louis, Mo., Ohio River Crossings and other stations in Ill., Ind., Ia., Ky., Mich., Minn., Mo. and Wis., effective Apr. 20.

I. C. R. R. supplement No. 9 to 601-I, freight tariff of rates applying on grain, grain products, feed, hay, meal, seeds, straw, flax fibre and moss, and articles taking the same rates, between stations in Ia., Minn., Neb., S. D., on the I. C., C. R. & I. C., C. C. W., Ft. D. D. M. & S., G. N., and C. F. & N. railroads and Chicago, Milwaukee, Minneapolis, Omaha, Peoria, St. Louis, Ohio River Crossings and other stations in Ill., Ind., Ia., Kan., Ky., Minn., Mo., Ohio, S. D. and Wis., effective Apr. 14.

C. R. I. & P. supplement No. 15 to freight tariff No. 28675-F gives rates applying on grain, grain products, broom corn, alfalfa cake and meal, linseed cake and meal, and seeds between Chicago, Peoria, Rock Island, Ill., Council Bluffs, Ia., Kansas City, St. Joseph, St. Louis, Mo., Minneapolis, St. Paul, Minn., Omaha, Neb., and

stations taking same rates as shown on pages 14 to 33, inclusive, of tariff, also stations in Colorado, Illinois, Iowa, Kansas, Minnesota, Missouri, Nebraska, Oklahoma and South Dakota and stations in Colorado, Kansas, Nebraska, New Mexico, Oklahoma and Texhoma, Tex., effective May 16.

Hearing on "Long and Short Haul."

Objections to the bills to amend the "long and short haul" provisions of the transportation act were made by John H. Rich, Minneapolis chairman of the Federal Reserve Bank, in accord with representatives of the railroads, at the recent hearing before the Senate Interstate commerce comite. He claims that the average freight paid by farmers only amounted to between 6% and 18.2% of the terminal price for wheat.

"In North and South Dakota," said Mr. Rich, "even so drastic a reduction as a cut of 25% in freight rates on wheat would have helped the average farmer to the extent of only \$24.24 in 1923.

"During the 3-year period of operation under the transportation act, ending Sept. 1, 1923, western railroads of the United States earned net operating incomes of 3.85% of their valuations as established by the government. This fell short of the 'fair return' contemplated under section 15A of the transportation act by 1.9% of \$484,705,000. The railroads, too, need cost plus a fair return and they haven't been getting it."

Labor Boosting Freight and Passenger Rates.

More attention than has yet been given should be accorded to the 5% increase in trainmen's wages now demanded and already conceded unconditionally by the New York Central and some other eastern roads. Most properly the western roads intend to fight the matter before the Labor Board and have at least a good case for concessions in working conditions, even if the railroads could really afford to grant any such increase. Some interesting figures from one of the best managed of the smaller western roads may be here submitted as an example of the sort of working conditions which have grown up at the instance of the Brotherhoods, extensively fostered during the unfortunate McAdoo regime. An examination of the rules for trainmen and yardmen discloses no less than 126 rules open to the gravest criticism.

Of these rules 44 are in arbitrary restriction of service and directly designed to create additional jobs. No less than 35 of the 126 rules enforce duplicate payments for a single service. A further 25 rules embody a classification designed arbitrarily to increase pay. There are 19 of the 126 rules which require pay for service not performed, and the remaining three, perhaps in principle the worst, have the object of creating an artificial scarcity of labor designed to monopolize employment.

Rules like these may be said to date from the time when the unions were centralized and a railroad ceased to deal directly with its own men. They grew in number and tyrannical absurdity with the passing of the Adamson law. They were multiplied by the benevolent McAdoo, then engaged in ground-baiting labor for future Presidential possibilities.

The Labor Board has so far failed in the obvious service of bringing coherence and common justice into an indefensible situation. The eastern roads have weakened the entire management position of the railroads by an unconditional surrender to the trainmen. It remains to be seen if the western roads, assuming that they are compelled to grant the increase in wages, will succeed in modifying a condition which is a disgrace to any country professing to call itself free.—Barron's.

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CHICAGO, ILL.

Mutual Insurance Field Men Meet.

The 17th annual meeting of the Mill and Elevator Field Men's Ass'n, held at the Hotel Sherman, Chicago, Ill., Apr. 1 to 4, was distinguished by the full attendance at all sessions and the great amount of work accomplished. This organization is fathered by the mill and elevator mutual fire insurance companies and has the usual effect of getting together once a year men who are otherwise out of touch with one another, traveling their respective territories all the time.

A. D. Baker, sec'y of the Michigan Millers Mutual Fire Ins. Co., gave an interesting address on field work.

A. P. Husband, sec'y of the Millers National Federation, spoke of the dangerous national legislation threatening the milling industry, referring to the McNary-Haugen bill and the enforcement of the merchant marine act, sec. 28.

R. H. Bowman of Fargo, N. D., read a paper on "Auditing Country Elevator Accounts" which is published elsewhere in this number.

C. R. McCotter read a paper on "The Effect on the Insurance Business of Profit or Loss from Country Elevator Business," which is also published in this number.

"The Common Causes of Fires" was the subject of an instructive compilation of causes of mill and elevator fires over a period of years by G. E. Wilson. It will be published.

Entertainment was provided for the evenings and the annual banquet was given Thursday evening.

Just before adjournment Thursday the following resolution was unanimously adopted:

Protest Against McNary-Haugen Bill.

WHEREAS, in 1920 a pledge was given to the business interests of the country that the policy of government would be less government in business and more business in government; and since then, the tendency of government is a repudiation of the promise and a reversal of policy. There are bills before Congress, which if made into laws will wreck the industry of agriculture and utterly destroy the marketing system for agricultural products, and

WHEREAS, it has been and is now the policy of the Field Men's Ass'n of the Mill and Elevator Mutual Insurance Companies to improve industrial institutions closely allied with the development of agriculture. Therefore, we protest the enactment into law of theories of an untried marketing plan that will place fictitious values upon farm products or cripple distribution, either of the raw material or the manufactured products therefrom. Now, therefore, be it

RESOLVED, That this Ass'n, especially pro-

tests the enactment into law of the provisions of the McNary-Haugen Bill now before Congress, which attempts and does place the marketing of certain farm products into and under government control, for both domestic and foreign distribution.

First—Because it puts government into business.

Second—Because it fixes a price for farm products by fiat of government.

Third—Because the issuance of scrip as part payment for such products injects into our medium of exchange a highly speculative currency.

Fourth—Because the provisions for exporting manufactured products are vague and would force from our markets the buying power of our milling industry and other manufacturing plants, from long-time commitments, and compels them to buy largely for immediate domestic use.

Fifth—Because the Bill is misleading in the scope of products that would come under its supervision.

Sixth—Because the object of the Bill is to inflate the price of the farm products, which would bring about a greater over-production than now exists, which would destroy the supposed benefits to be obtained.

Seventh—Because it would enforce a compulsory nationwide pool, regardless of individual opinions of producers and would destroy the benefits to be derived from individual initiative in farming as a business.

Eighth—Because it does not apply to other food grains such as barley, oats or rye, and is therefore discriminatory.

Ninth—Because it would completely demoralize the present grain marketing system thru which grain is marketed and manufactured into flour at the lowest margin of profit of any product from the farm.

Tenth—Because it would overthrow the final test for prices for all commodities—that of supply and demand.

Eleventh—Because we sympathize with the farmer, also with the manufacturer whose products demands a price so much out of line with the price of farm production, which necessarily curtails factory production to absolute necessity, but we cannot see wherein the passage of the Bill would bring about any benefit but we think we see wherein it would be of injury to the whole business world, for we feel the bill is vicious, unfair and un-American in every respect.

Officers elected for the ensuing year are: Pres., C. H. Hall of the Michigan Millers Mutual; vice pres., C. R. McCotter of the Grain Dealers Fire; sec'y, H. C. Lee of the Mutual Fire Prevention Bureau; and treas., R. M. Maitland. V. R. Johnson, of the Millers National, continues as chairman of the executive com'tee, with C. W. Gustafson of the Mutual Bureau, and R. A. Backus of the Michigan Millers.

Insurance Notes.

Where there is more than one policy on a fire risk each policy must contain a permit for additional insurance. The policy becomes void under the provision in nearly all standard policies against the taking of additional insurance, except when permitted by agreement.

Each minute in 1923 cost property owners of the United States \$964 in fire losses, according to a report issued by the National Board of Fire Underwriters. Total destruction reported and estimated was \$506,541,001. The careless smoker heads the list as the chief cause of fires, with \$25,776,951. The report points out that the fire loss is only a trifle less than the total yearly expenditure for all forms of national defense, is millions of dollars more than was paid in personal taxes for the same period, and represents a sum sufficient to eliminate 6,745 hazardous railroad crossings at a cost of \$75,000 each.

GRAND PRIZE in the Interchamber Fire Waste Contest went to the city of Hoboken, N. J. The award is based on fire losses and fire prevention measures. Hoboken showed a reduction in fire loss of 67 per cent for 1923 in comparison with the average for the preceding five years, or a reduction from \$449,224 to \$157,041. For all of the cities entered in the contest and submitting reports the fire loss for 1923 was \$3.24 compared with \$4.75 for the whole country in 1922. As a result of the efforts made by the sixteen honor cities of reduction of 13½ per cent in per capita loss, compared with the preceding five-year average, and a de-

crease of 34 per cent in the number of persons killed and injured were accomplished. Two hundred and two chambers of commerce in forty-three states are entered in the national contest.

Why Motors Burn Out.

By Eugene Arms of the Mutual Fire Prevention Bureau.

There are several causes for motor burnouts, but the chief cause is lack of overload protection.

Unlike the steam engine or a gasoline engine, an electric motor does not usually slow down and fail to deliver power when it is dangerously overloaded. Under ordinary conditions it maintains its speed and does its work, but it cannot radiate the heat generated in doing the work and eventually the burning point is reached and the motor breaks down.

The fuses or overload protection which are established as standard by the various electric codes permit a 50% overload on a motor and these devices usually have a time element which permits a greater overload than 50% to continue for some seconds. No motor can operate and continue to operate at more than 50% overload for any length of time without breaking down and the breaking down of an electric motor is evidenced by fire.

The electric motor is designed to radiate heat through laminations in the frame and when those laminations become clogged with dust, and when the windings become covered with a coating of dust you have an excellent insulation of the machine which retains the heat and which eventually will burn out the motor even though it be not seriously overloaded. Also the dust draws the grease from the bearings and oil deteriorates and breaks down the insulation on the windings. Therefore, to be safe a motor must be free of dust. Also an accumulation of dust between the stator and the rotor quite often becomes sufficiently caked to cut the insulation on the wires and causes a short.

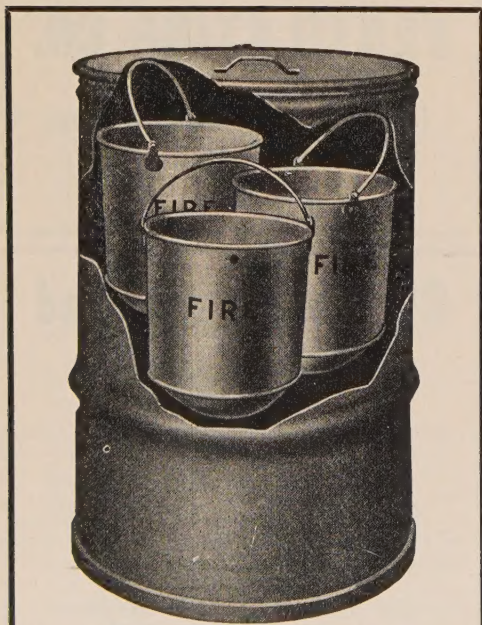
Worn bearings on a motor very often permit the rotor to come in contact with the stator which breaks down the insulation and causes a short and a burnout. Also it is sometimes difficult to detect without careful examination, whether the burnout came from a short in the motor or actually started from a hot bearing and communicated to the windings.

Lightning very often runs in on the motor line or the service wires get crossed with a high tension line and the result is often a burned out motor.

What can dealers do to prevent motor burnouts? In the first place, the dealers usually also furnish the workmen and have control of the installation. If they would observe carefully the Code rules of installation as to the lightning arresters, grounding of secondaries, grounding of pothead, the size of service wires, the size of and enclosure of fuses and switches, the setting of overload relays and the testing of the low voltage releases, the greatest causes of motor burnouts would be eliminated.

We find that dealers, generally, do not appreciate the necessity for keeping motors clean. If they were carefully to instruct their clients in the care of maintenance of motors and motor bearings whenever a new job goes in and if they were occasionally to make inspections to see that the motors are kept in good operating condition, it would be a service which would be profitable both to the dealer and to his client.

RUSSIA'S EXPORT grain which has been obtained from tax payments, has tended to depress prices. Now most of this tax grain has been collected and different conditions are prevailing. Prices are advancing and larger sales satisfy the home demand.



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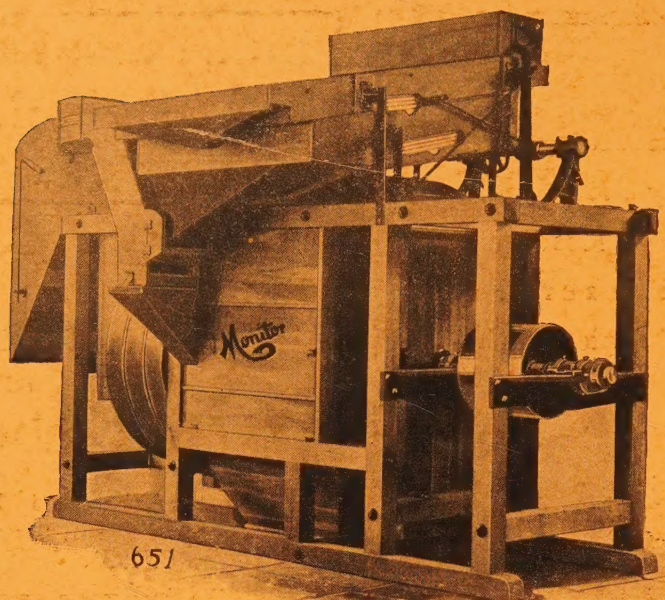
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